

THE CHEMIST AND DRUGGIST

NOVEMBER 21, 1931

The



CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2.

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VOL. CXV.

NOVEMBER 21, 1931

Annual Subscription (with
Diary) 20/- Single Copies 9d.

THE BEST HOUSE FOR

PHARMACEUTICALS

AND PERSONAL
SERVICE

Proprietors of the "Silver Churn"
Dairy Preparations



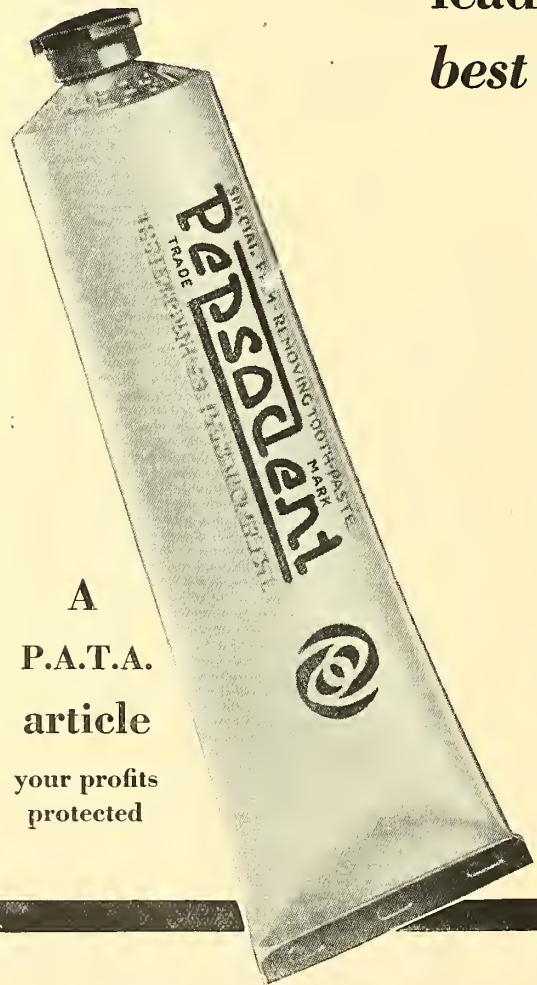
OLDFIELD, PATTINSON & C^o:
MANCHESTER

Telegrams :
"Opium Manchester."

Telephones :
Blackfriars 4682 (2 lines).

**9d profit on a 2½-tube
5½d profit on a 1/3 tube**

This is the profit you can make on Pepsodent — the leading, *most widely and best advertised* tooth-paste



A
P.A.T.A.
article
your profits
protected

LOOK around your shelves and count the lines on which you can make such a profit. Compare the demand with that of Pepsodent... compare the advertising.

Pepsodent is a certain best seller. It moves quickly because it is popular — advertised heavily and consistently ALL THE TIME.

Link up with the huge advertising of this leading tooth-paste and feature Pepsodent in your windows. Buy on the best terms and make your full profit on every tube.

Send the coupon to-day.

This coupon will bring you the latest Pepsodent window display

The Pepsodent Co. (Dept. 280), 8, India Street,
London, E.C.3.

T.13
Send me, carriage paid, the latest Pepsodent
window display.

Name _____

Address _____

C. & D 21/11/31

**INEXPENSIVE****EFFICIENT . . .****HANDSOMELY
PACKED . . .****PROFIT 75%**

NAZALGENE BRAND INHALANT

The present-day demand for inhalants is well catered for, but one serious grievance of the buying public has been overlooked, that is, expense; a small bottle costing two shillings or more only lasts a day or two.

When marketing Nazalgene Inhalant, this point was carefully considered, the result being an article of undoubted merit, retailing at 1/3 containing sufficient for several weeks use.

To sell Nazalgene Inhalant means satisfied customers

Per 8/6 dozen

ARTHUR H COX & CO LTD
Manufacturing Chemists
BRIGHTON ENGLAND

ON TO PROSPERITY

A MESSAGE TO BRITISH INDUSTRY FROM SIR GEORGE A. SUTTON, BART.

QUIETLY, without flag-waving or shouting from the house tops, the men and women of this country have made their common purpose clear. Britain is determined to win through to days of solid prosperity.

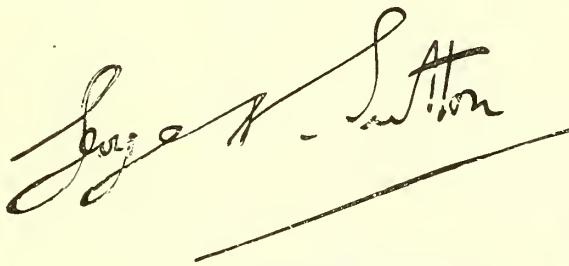
Now that we have a truly National Government, now that we have security and the outlook is clear, the call to action is to industry itself—and again there can be no doubting the outcome.

The employer of labour is fully alive to the duty of developing his business; not only as a private matter but as a National matter. The success of every manufacturing and trading concern means more demands for labour, machinery, raw materials, transport and a hundred and one other things. It is thus a contribution to the success of the country as a whole.

Placed as I am in the very centre of news, I know that already the great forward movement has begun. On all sides too, there are signs that it will fast gather momentum as industry after industry makes use of such a trading opportunity that surely has never been known before.

All the Associated Newspapers including *The Daily Mail*, *The Evening News* and the *Sunday Dispatch*, used the full weight of their influence to secure the return of the National Government. That same influence will continue to be used unstintedly in the best interests of the Nation generally, as well as in all matters affecting her trade.

To return to questions of individual enterprise, I would venture a word of advice. It is not a new thought, but its soundness is endorsed by the success of thousands of great business organisations that began in a very humble way. It is just this—advertise your products—tell the nation now about the British-made goods that an ever-increasing public is seeking to buy.



Managing Director,
Associated Newspapers, Ltd.

Northcliffe House, London, E.C.4—British Headquarters of *The Daily Mail*, *The Evening News* and the *Sunday Dispatch*—by far the most powerful group of advertising media in the United Kingdom.



For a **PERFECT** dance floor
you can confidently recommend -

'BOVAL' FLOOR GLOSS



During
the
Dancing Season
display

"BOVAL" FLOOR GLOSS

Packed in beautifully decorated
sprinkler-top containers.

Write for display terms.
£5 order carriage paid.

1/6 size	..	..	12/-	doz.
2/6 "	..	..	20/-	"

(P.A.T.A.)

Stocked by London Wholesale Houses.

JAMES WOOLLEY
SONS & CO., LTD.
MANCHESTER

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PREPARE FOR WINTER TRADE

JAYTEE'S GINGER WINE ESSENCE

NON-INTOXICATING, WARMING
AND STIMULATING

Retails at 9d.



Decanter and 3 Wine Glasses for Window Display supplied with each order for 1 gross.

PRICES:

Per doz. - - -	5/6
6 doz. - - -	5/3
12 doz. - - -	5/-

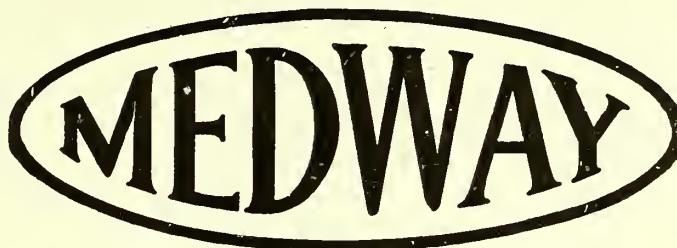
One 9d. Bottle makes 1 gallon (Or Six Wine Bottles) of **Delicious Cordial**

JOHN THOMPSON (Wholesale Druggists 1921) LTD.

27/35 DUKE STREET, LIVERPOOL

Telegraphic Address: "DRUGS, LIVERPOOL."

Telephone No.: ROVAL 1434 (6 lines)



CORRUGATED PAPERS

(in rolls up to 78 inches wide)

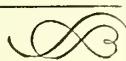
PIECES, BOARDS & BOXES

*All corrugated productions
are manufactured from our own British made
strawpaper, produced from British
raw materials only.*

The Medway Corrugated Paper Co. Ltd.

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New Bridge St.
E.C.4.

Telephone: Central 8482
Telegrams: "Corrugated
Lud, London."



*British
Throughout*

Provincial:
Tovil,
Maidstone,
Kent.

Telephone: Maidstone 4168
Telegrams: "Corrugated
Tovil."



mysore government SANDALWOOD OIL

DISTILLED FROM SANTALUM ALBUM, LINN.



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CARTONS

FANCY BOXES

SHOWCASES

FOLDING BOXES, WIRE-

SEWN BOXES, PRINTED and

EMBOSSING LABELS, SHOWCARDS, &c.

•EST•
1842



JOHNS, SON & WATTS

LIMITED

40 CITY ROAD, LONDON, E.C.1

§

PHONE: CLERKENWELL 1128

GRAMS: JOHNS PHONE LONDON

May we quote YOU?

BUY BRITISH BROMIDES

We notify the trade that foreign manufacturers of Bromides who partially suspended their activities owing to the depreciation of sterling have once more embarked on a policy of dumping.

All the British manufacturers claim as their right is the British home market, together with a reasonable share of the export trade to countries who do not manufacture Bromides. This is a reasonable claim as compared with that of foreign manufacturers, who retain entirely their home markets, and who monopolise also world export trade.

Great Britain has for so long been a general dumping ground that many countries resent any suggestion that we should, in an instance such as this, claim as our share of world trade even the home market. Consider their attitude if we claimed a part of their home trade! Consider also that much dumping is financed by borrowed British money.

OUR PRICES ARE EQUAL TO FOREIGN PRICES, OUR QUALITY IS SUPERIOR TO FOREIGN QUALITY. EVERY PURCHASE, HOWEVER SMALL, OF FOREIGN BROMIDES AT THE PRESENT TIME TENDS TO DEPRECIATE STERLING. WITH THE ASSISTANCE OF BUYERS WE SHALL WIN OUR FIGHT. WITHOUT IT WE SHALL LOSE. WILL YOU SUPPORT US AT EVEN PRICES?

HOWARDS
AND SONS, LTD.

MAY & BAKER
LIMITED

WHIFFEN
& SONS, LTD.

Protect the



BUY BRITISH

MAY & BAKER'S
BRITISH PRODUCTS

BISMUTH SALTS

IODIDES

BROMIDES

CITRATES

SANTONIN

MERCURIALS

CHLOROFORM

ETHER

COCAINE

EPHEDRINE

PHENOLPHTHALEIN

*All the above can be obtained
in adequate quantities from us
or other British manufacturers*

MAY & BAKER, LTD.

BATTERSEA, S.W.11

For other British Chemicals you require consult the Association of British Chemical Manufacturers, 166 Piccadilly, London, W.1

THE GIFT SENSATION OF THE SEASON

*Fashionable Perfumes and
Toilet Delights . . .*

BUY
and
GIVE

de fleury

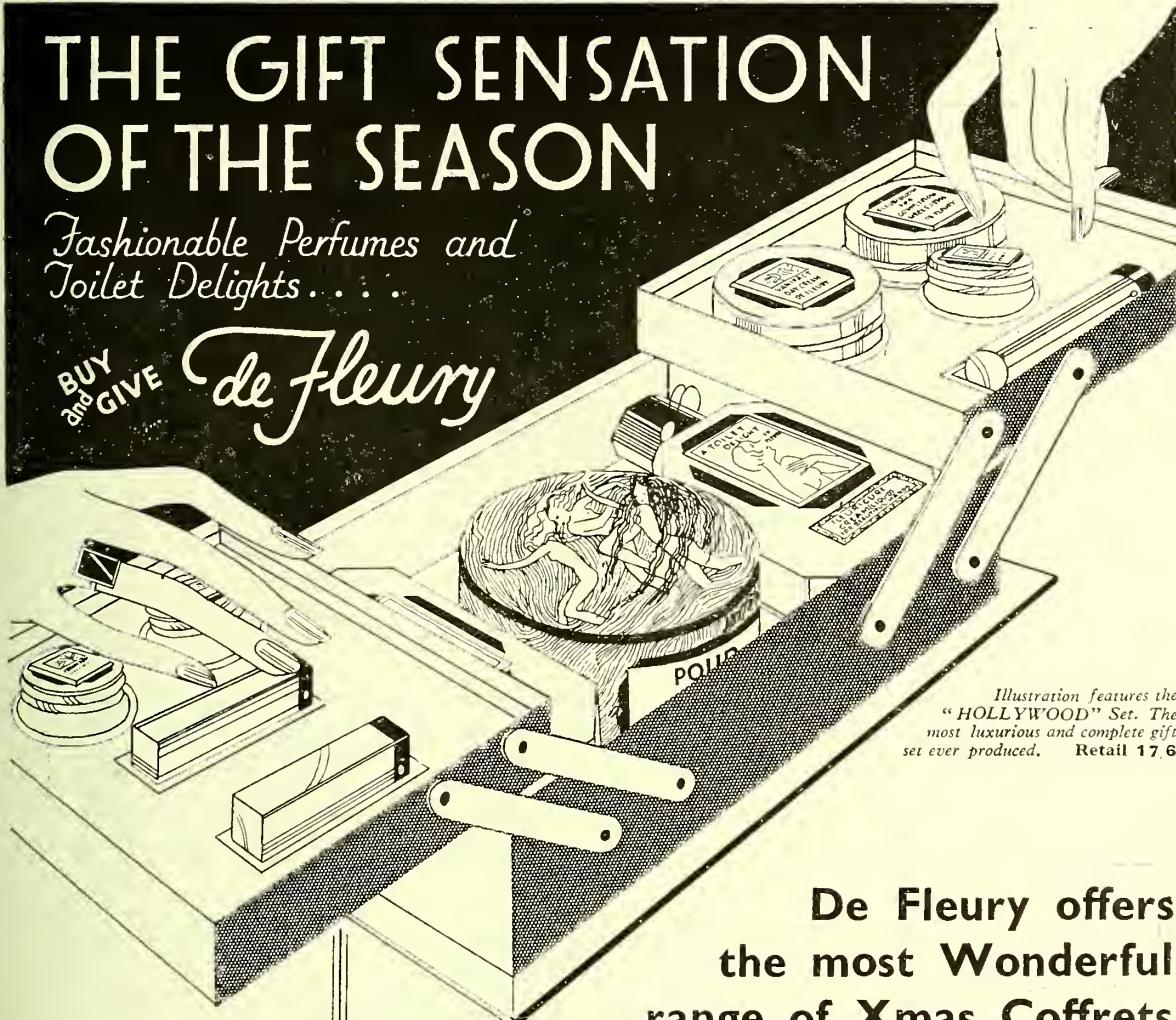


Illustration features the
"HOLLYWOOD" Set. The
most luxurious and complete gift
set ever produced. Retail 17.6

**De Fleury offers
the most Wonderful
range of Xmas Coffrets**

45

Coffrets available

30 for Women

15 for Men

All these delightful Coffrets are available in four of the exclusive fine De Fleury Parfums as follows:

**WINGED WISHES
SALUTATION
LADY GAY
IN THE DAWN**

Abundant supplies of original and sales-compelling display aids are available for all enthusiastic retailers of De Fleury creations, and it will pay you to make these BRITISH products the feature of your Xmas window and counter displays. Show them to the best advantage. They are works of art—and BRITISH.

So great is the demand for these De Fleury Xmas Coffrets that we are again compelled to ask you to place your order at once if you wish to receive your goods in time for the big business which is now starting with these wonderfully attractive lines. Whole Page advertisements, and many smaller spaces are due to appear shortly in the "Daily Sketch," "Daily Mirror," "Miss Modern," "Woman and Beauty," "Film Weekly," etc., and a display in your window will link up with this advertising and create heaps of profitable business for you. But PLEASE order early. Although overtime is being worked daily it will soon be impossible to guarantee delivery.

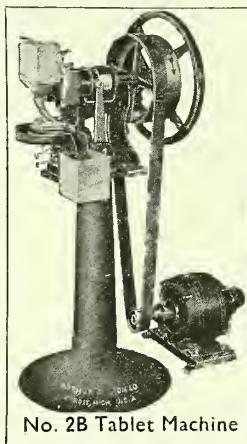


PARFUMERIE DE FLEURY RAWDON NR. LEEDS

Sole British Proprietors: W. B. Cartwright Ltd.

Colton Pharmaceutical Machinery

PILL MACHINES
TABLET MACHINES
GELATINE COATERS
GRANULATORS
POLISHING PANS
SUPPOSITORY MOULDS
TRITURATE MACHINES
PASTE MIXERS
TUBE FILLERS
TUBE CLOSERS
CLIP FASTENERS
NICKELOID CLIPS, ETC.



TABLET MACHINES

Colton Tablet Machines possess all the good qualities growing out of many years of experience in this field. A range is available that will produce every size of tablet from $\frac{1}{8}$ to 3 inches diameter, in outputs varying from 100 to 1,500 per minute.

CLIPLESS CLOSURE

A new method of sealing collapsible tubes, eliminating the use of the metal clip and giving greater security to the contents with a more decorative appearance to the finished tube.

Write for copy of New Catalogue

SOLE BRITISH AGENTS

GRIFFIN AND TATLOCK, LTD.
KEMBLE STREET, KINGSWAY - - - LONDON, W.C.2

We have minimised production costs by equipping our Works with the most up-to-date machinery.

These Tubes are of the highest quality and finish combined with as low prices as any house in the Trade.



Samples and Quotations on request.

Best Service and Delivery.

ESTABLISHED 1857

BETTS & CO. LTD.

1 WHARF ROAD, CITY ROAD,
LONDON, N.1.

New Zealand Agents : NEILL, CROPPER & CO., Dilworth Building, Auckland, New Zealand. (P.O. Box 74, AUCKLAND).

R.S.V.P.

To every Pharmacist keen on doing more business and making more profit this Christmas, we extend a cordial invitation to Maw's Showrooms.

We ask for a response to this invitation, which amounts to an invitation to overcome business depression and to make your pharmacy busier than ever this Christmas—not a formal reply through the post, but a prompt personal visit.

Don't tell yourself that you will come when you have time, or that it is too much of a journey. Come now, while there is time to profit by the ideas and the goods you will find there; while there is time to make your Christmas success certain.

There is a wonderful display of goods in Maw's Showrooms just now—a unique collection of colourful, useful, low-priced, business-getting lines. There is also an augmented expert staff to help you in your selection.

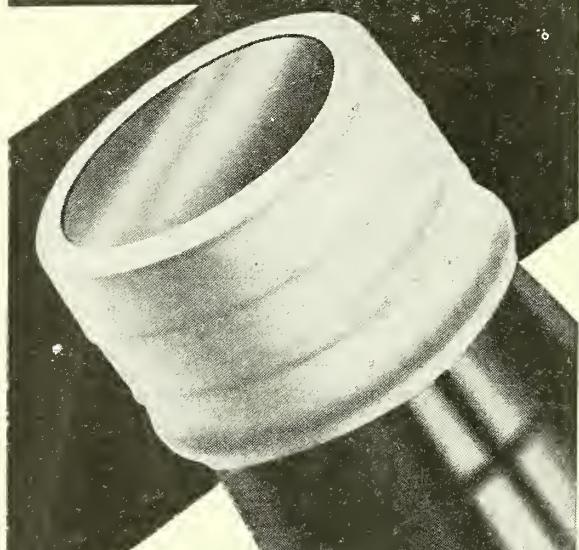
Maw's Showrooms at this moment represent an unprecedented business opportunity that will disappear within a week or so—a chance to be seized immediately.

So we say to every live pharmacist: "Come to Maw's Showrooms now! Your visit will be profitable."



VISKRINGS

THE NEW BOTTLE SEAL



EFFICIENT

A perfect Seal and of a strength to withstand commercial handling.

ECONOMICAL

Low cost & no extra expenses involved.

HYGIENIC

Made of a pure and harmless material.

ATTRACTIVE

Of good appearance and dyed to suit your pack, and can be printed if desired.

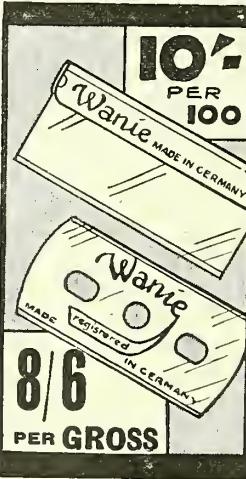
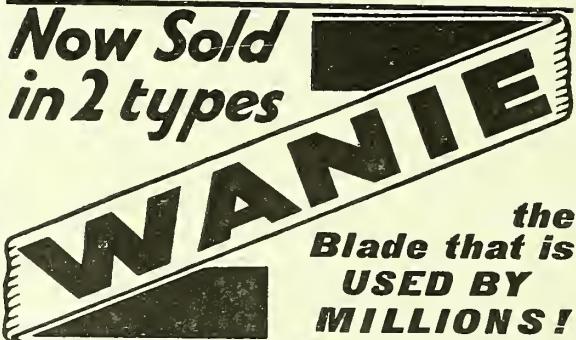
VISKRINGS are BRITISH

WHERE you use a screw cap or other form of closure that can be easily opened and used again, your customers want assurance that the contents are intact. You must, therefore, safeguard the public and your own Product, and the "VISKRING" is the British and best way of doing this

VISCOSE DEVELOPMENT CO., LTD.,
Woldham Road, BROMLEY, Kent.

Telephone
Ravensbourne 4561.

Telegrams:
"Viscose, Bromley."



In response to a growing demand from all parts of the Globe, the makers of Wanie are now producing a new type of Blade—to fit Single-sided Holders. This new Blade has all the characteristics that made the original WANIE (Three Hole Pattern) famous throughout the World. A long-lasting edge that gives smooth, soothing shaves.

Send for sample to Dept. C.D.

S.KALISKY LTD.
146 THEOBALD'S ROAD, W.C.1

Northern Distributors:
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16 Withy Grove, Manchester

Irish Free State Agents:
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LIMITED
20-21 Merchants Quay, Dublin

G. B. KENT & SONS, LTD.

Are known the World over as the Largest Manufacturers of

BEST BRITISH BRUSHES

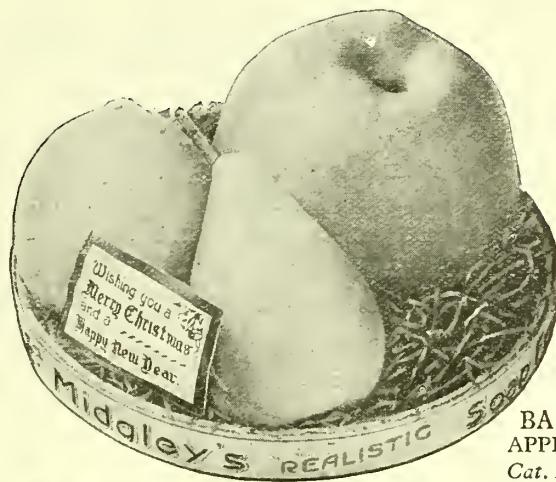
Please write for full Particulars to:
75 FARRINGDON ROAD, E.C.1.



Let the "GEM" make money for you

Write for particulars and name of local agent to the manufacturers:—

THE GEM
AUTOMATIC WEIGHING
MACHINE COMPANY
LIMITED
46 NEW CITY ROAD
GLASGOW C.4



BASKET SOAP FRUIT
APPLE, PEAR AND LEMON
Cat. No. F2 1/9 Retail

Midgley's Soap Novelties

are a source of increasing interest to buyers of all ages. They combine utility with outstanding novelty and elegance. They are equally intriguing to young and old—the lines for kiddies are a positive delight. Grown-ups find in others an originality most compelling.

The new season's items include over thirty packs in the Novelty class. Retailing from 6d. to 4/6, they are especially suited for stimulating the Christmas shopping instinct when money is tight and more expensive presents out of the question. Last year our customers almost without exception reported

**"ALL SOLD OUT
before Xmas EVE"**

and it is scarcely an exaggeration to say they have only to be shown to be sold.

Send now for New Season's List of Midgley's Soap Novelties to

Charles Midgley Limited
325 City Road, Manchester

*Obtainable also through any Wholesale House, and from
our Associated Company*

EVANS SONS LESCHER & WEBB LTD. LIVERPOOL LONDON DUBLIN



Adeps Benzoatus
Adrenalin
Albumen
Amylopsin
Beef Juice*
Calf's Foot Jelly
Carminex
Catgut*
Cerebrinin
Corpus Luteum*
Diastase (Animal)
Digestive Ferments
Duodenin
Enzymes*
Galactis
Gall Stones
Hæmoglobin
Insulase*
Lactated Pepsin
Lecithin
Ligatures
Liver Extract*
Lymphatic
Mammary
Mam-Ovarian
Mam-Placenta
Meduphites
Multigland*
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Orchitic
Ovarian*
Ovarian Residue*
Ovo-Testis*
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Ox Gall
Pancreas
Pancreatin
Parathyroid*
Compound*
Pepsin
Peptone*
Pineal
Pituitary, Whole Gland*
" Anterior Lobe*
" Posterior Lobe*
" Compound*
Placenta
Prostate
Red Bone Marrow*
Renal Cortex
Spleen*
Supra Medulla*
Suprarenal*
" Compound*
" Cortex
Suprarenalin*
Thromboplastin*
Thymus
" Compound
Thyropophosis
Thyroid*
Thyro-Manganese*
Trypsin

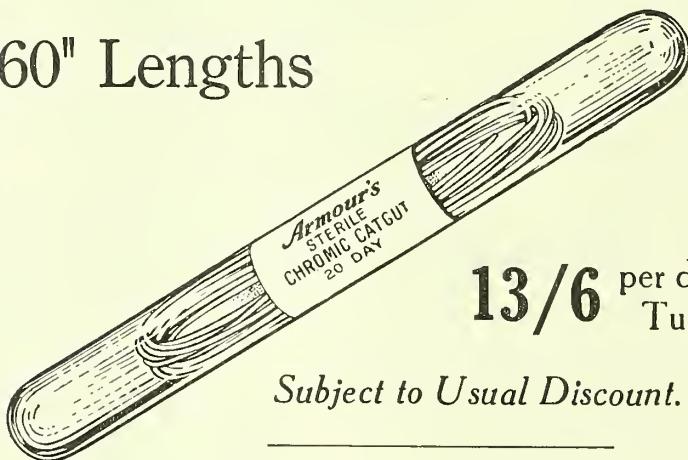
*LITERATURE
AVAILABLE

GLANOID
BRAND

STERILE CATGUT LIGATURES

PLAIN and CHROMIC 20-DAY

60" Lengths



13/6 per dozen
Tubes.

Subject to Usual Discount.

Each batch of Ligatures is
bacteriologically tested, and guaranteed
to conform with the requirements
of the Ministry of Health.

*Full Particulars will be sent to
the Medical Profession on request.*

Sizes, 000, 00, 0, 1, 2, 3, and 4

LABORATORY DEPARTMENT
ARMOUR AND COMPANY
LIMITED

ARMOUR HOUSE, St. MARTIN'S-LE-GRAND,
LONDON, E.C.1.

TELEGRAMS: "ARMOSATA-CENT," LONDON.

TELEPHONE: NATIONAL 2424.

CHLOROPHYLL AND YEAST TABLETS

An entirely new speciality
from the AYRTON LABORATORY

A most valuable tonic, constructed on modern scientific principles, containing Vitamins A and B, naturally occurring Glycerophosphates, and Iron in a readily assimilable form.

The Tablets fulfil at many points the needs of those requiring a restorative after illness, or assistance in building up the system after the wastages of disease. They act as a corrective of modern diet, supplying some of the Vitamins often deficient in our everyday fare.

R. Chlorophyll ..	5·00
Yeast ..	20·00
Ferri Phos. ..	10·00
Lecithin ..	1·25
Excip. to..	100

Bottles of 50 cartoned and cellophaned
per 9/6 dozen
in display box.

CHLOROPHYLL TABLETS

"The modern tonic for the middle ages (of life)."

Bottles of 48
Cartoned and Cellophaned
per 4/6 dozen

**AYRTON, SAUNDERS
& CO. LTD.
LIVERPOOL
ENGLAND**

COMPOUND CELERY PILLS

Nature's remedy for Rheumatism and acute affections of the joints, etc., having Uric Acid origin.

Cartoned and Cellophaned
in Display Boxes.

48's per dozen 144's
4/6 **13/-**



CHEQUES FOR 10/-

Hundreds have accepted our offer and are now selling the BRITISH LINIMENT at 1/6 per bottle and making more profit for themselves.

P · K · L

(PAIN KILLING LINIMENT)

Window display, Cheque for 10/-, and Bonus of six bottles with each six dozen.

Per Dozen 12/-

THANK YOU !

for the amazing sale of
**AYRTON'S
COUGH CANDY**

— Selling in Tons —
Note the prices again

Per lb.	-	-	-	8d.
28 lbs.	-	-	-	@ 7½d.
56 lbs.	-	-	-	@ 7¼d.
Cwt. lots	-	-	-	@ 7d.
5-cwt. lots	-	-	-	@ 6½d.

WARNING



AMYL NITRITE "STERULES"

Registered Trade Mark and Registered Design.

Serious cases of substitution, and attempts to 'pass off' goods other than Amyl Nitrite "Sterules" having come to our notice, Warning is given that proceedings will be instituted to recover damages and to prevent all possible recurrences in instances where other makes or brands are offered when Amyl Nitrite "Sterules" are demanded.

The Trade Mark "Sterules" has been on the British Register for nearly thirty years, and Amyl Nitrite "Sterules"—in addition to a large number of other medicaments in "Sterule" form—are advertised continuously (every week) in the leading medical periodicals.



The Trade Mark is also Registered abroad, and our goods are further protected by the 'Martin' device, which was placed on the Trade Marks Register in 1878.

Amyl Nitrite "Sterules" are on the P.A.T.A. at face value.

Details of our terms are available on application.

The Trade is warned against infringements.

BUY BRITISH — BEST — COST LESS



ELECTRA-RAY LOOSE POWDER REFILL VANITY THE FIRST OF ITS KIND

SKY BLUE

ROYAL BLUE

USER MAY PURCHASE A SEPARATE REFILL OF LOOSE POWDER OR REFILL FROM ANY BRAND OF POWDER

A LOOSE POWDER SIFTER THAT WILL GIVE SATISFACTION

Supplied in Colours as above, also Black

HERE AT LAST !A Loose Powder Sifter Box you
can recommend with confidence

ELECTRA-RAY LOOSE POWDER SIFTER

means more profit for you —————— more value to customers

Display the Greatest Value in a Loose Powder Sifter Box ever offered

A 5/- VALUE SELLS FOR 2/633 $\frac{1}{3}$ % Profit for youThe Slimmest Sifter ever made
No wonder they sell on sight

AT LAST A LOOSE POWDER SIFTER THAT WILL GIVE SATISFACTION

Are you getting your share of this trade? Electra-Ray Products may be ordered from stocks of the leading wholesalers in the following towns:

LONDON
BRADFORD
SHEFFIELD
SWANSEAMANCHESTER
GLASGOW
YORK
CARDIFFLIVERPOOL
EDINBURGH
NOTTINGHAM
BRISTOLLEEDS
ABERDEEN
LEICESTER
IPSWICHBIRMINGHAM
NEWCASTLE
DERBY
NORWICHBELFAST
BOURNEMOUTH
DUBLIN
BRIGHTON

Belfast—S. HAYDOCK & CO., LTD.

Dublin—A. de ST. DALMAS & CO., LTD.

Sole Manufacturers: LECTRA RAY PRODUCTS LTD., 3 Fleet Lane, London, E.C.4

THESE SIFTER BOXES ARE COMPLETELY MADE IN ENGLAND

EVERY ARTICLE ILLUSTRATED COMPLETELY MADE IN ENGLAND

QUICK
SALE
WITH
GOOD
PROFIT

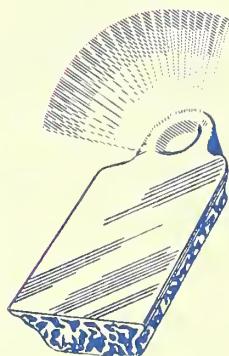


50%
ON COST,
AND
FINEST
VALUE
TO
THE
PUBLIC

DISPLAY CASE CONTAINS 6 CARTONS. CARTON
CONTAINS 3 DOUBLE WAVERS (as illustrated at left side).

RETAILS FOR ONE SHILLING—OR FOURPENCE EACH

THESE WAVERS ARE RAPID PROFIT-MAKERS



Retailing at only
2/6

Electra-Ray
MIRROLITE
Has Many Uses
A READY SELLER



Retail
7/6

Made in beautiful
mottled Bakelite
with double battery

Complete with Tester
ENORMOUS SALES

**GUARANTEED
BRITISH MADE**
from Finest Materials and
by Skilled Craftsmen



Retail
5/-

HANDED PATTERN
In beautiful mottled
Bakelite, with double
Battery.



Retailing at **5/- only**

Rubber Cushion. Metal Bristles.
Electric Brush, mottled Bakelite.



Retailing for
1/-

Electra-Ray ELECTRIC EVER-WAVER
THE QUICKEST SELLING ELECTRIC WAVER
ON THE MARKET

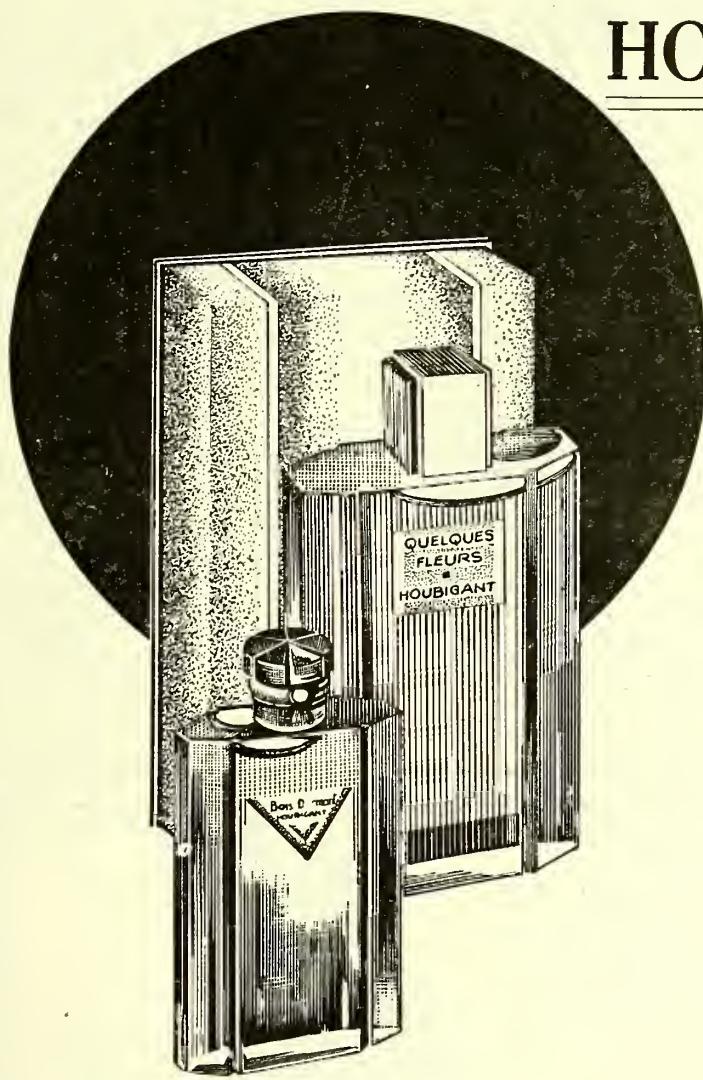


Retail
2/6

Red, Blue, Green or Black
Bakelite

BUY BRITISH — BEST — COST LESS

HOUBIGANT



New Presentations

HOUBIGANT now offer their well-known Perfumes in two new series to retail at

No. 31. 19s. 6d.

No. 30. 10s. 0d.

ALL PERFUMES
THE SAME PRICE



Modern gilt-finish pre-sentation; luxurious, but in quiet, good taste



Perfumes available :

Quelques Fleurs—Le Temps des Lilas—Ideal—La Rose France
—Subtilite—Quelques Violettes—Cœur de Jeannette—Mon
Boudoir—Un peu d'Ambre—Premier Mai (Lily of the Valley)

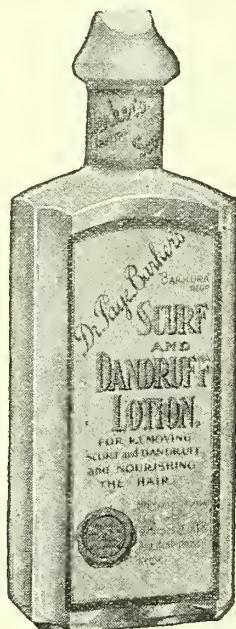
This is an ideal line for Christmas Gifts

SEND FOR XMAS LIST

HOUBIGANT

PARIS

Larden Road PARFUMERIES DE PARIS Ltd. Acton-London



With every order for 3 dozen you get three 2/6 bottles as bonus, handsome metal showstand, and attractive showcards.

Dr. Page-Barker's Scurf & LOTION Dandruff

The recognised specific for scurf

EVERY bottle of Dr. Page-Barker's Scurf Lotion bears a positive guarantee that it will eradicate scurf or the purchase price will be refunded. This makes it the easiest to sell of all hair and scalp specifics. And the profit is handsome.

PER 18/- DOZEN

SEE OUR NEW & ARTISTIC SHOWCARDS

WRITE FOR EXPORT TERMS

2/6

P.A.T.A.

THOS. CHRISTY & CO., 4-12 OLD SWAN LANE, LONDON, E.C.4

Look for this Trade Mark.



**NOVEL!
PROFITABLE!
AND SURE OF A
READY DEMAND**

The "Ideal" Wave Preserver is a new profitable line for the Chemist Trade. It is an "extra" line that in no way steals sales from existing profitable goods stocked by you. The success of the "Ideal" Wave Preserver is assured, for its strong novelty appeal will awake an instant response.

Mounted two dozen on attractive "Head" Showcard

16/11 per gross

Packed in single envelopes

18/- per gross

On orders of 5 gross and over in single packing
your name and address overprinted FREE.

"Ideal" Wave Preservers are obtainable from all Wholesale Houses.

**M. CRISCUOLO
& CO. LTD.**

**19 Cross Street,
Hatton Garden,
London, E.C.I.**

'Phone : Holborn 5205
and 5206.

The "Perfection" Cap Shape Hair Net is another great seller. Well advertised and justly popular it will prove extremely profitable for you to stock. Retailing in special patent wallets at 3 for 1/-, or separately 4½d. each. White and Grey double price.

Stock box indexed in shades.

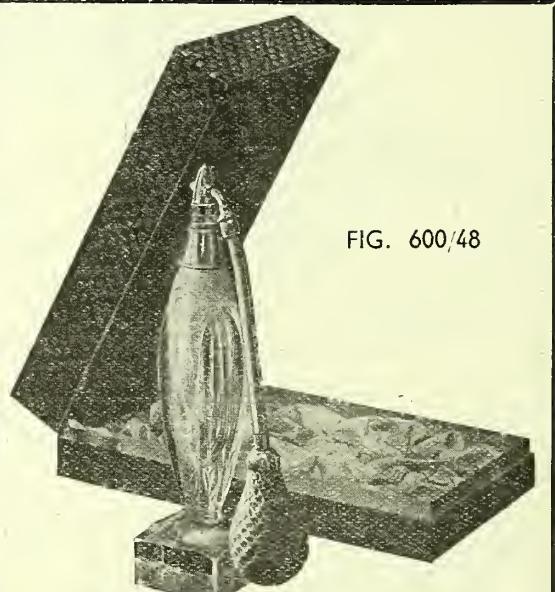


FIG. 600/48

WRITE FOR OUR XMAS CATALOGUE
OF NEW SEASON'S TOILET NOVELTIES.
ENORMOUS RANGES at RIDICULOUS PRICES

ARTHUR BERTON, LTD.

"BRITANNIA HOUSE,"

256/260 OLD STREET, LONDON, E.C.

'Phone : CLERKENWELL 1346-1347-1348-1349.

MANCHESTER : 38 Chapel Street.

GLASGOW : 29/31 Duke Street.

'Phone : CENTRAL 6299.

'Phone : BELL 702.

Before bringing out your NEW LINES FOR 1932 please allow us to submit suggestions in our

TRANSPARENT CONTAINERS
and **WRAPPERS** of every
— description in —
GELATINE
"PLIAPHANE"
VISCOSE-
CELLULOSE
"CELLUSINE"

in any shape and size

—:—
'Phone : Royal 4137



LANGHECK & CO. LTD., 5 New London St., LONDON, E.C.3

ANOTHER
IMPROVEMENT

Each tin of

Calvert's
CARBOLIC
Tooth Powder

is now fitted with a new

ANTI-SPILLING DISC

This disc slightly compresses but does not reduce the quantity of Tooth Powder packed in every tin.

F. C. Calvert & Co., Ltd.
Manchester.

*You don't have to sell
ANZORA . . . customers
just come and ask for it*



There's a ready-made market for ANZORA created by all-the-year-round country-wide advertising. All the ANZORA stockist has to do is to supply the customers who ask for this finest of all hair fixatives. No sales effort needed . . . no sales resistance to break down . . . and 33½% profit on every bottle.

BONUS OFFER

Chemists making a window display of Anzora during the first two weeks in December, will be given one

FREE BOTTLE

with every dozen ordered, on orders not less than 3 dozen.

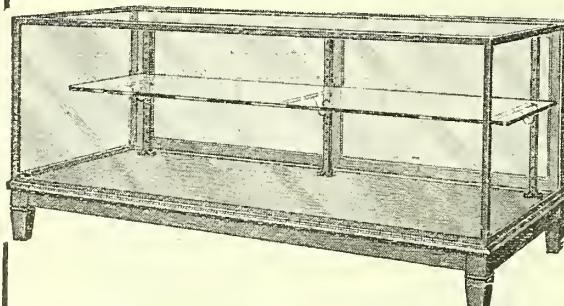
WINDOW DISPLAY MATERIAL FREE

ANZORA
MASTERS THE HAIR

TRADE TERMS :
12/- doz. Retail at 18/-
20/- doz. Retail at 30/-

ANZORA Perfumery Co., LTD., Willesden Lane, London, N.W.6

GLASS COUNTERS BRING MORE TRADE



No. CD/SF 2920. A soundly constructed Display and Serving Counter made in our own works at Holloway Road—6 ft. x 3 ft. x 2 ft. oak or mahogany framing, glazed new $\frac{1}{4}$ " drawn plate glass top, front, and ends. Clear glass sliding doors at back. Interior fitted 1 row of shelves 12" wide, brown bronze bars and brackets.

DEFERRED TERMS.
An initial payment of 18/10 secures this counter, and 11 further equal monthly payments of the same amount make it your own complete property.

£10-15-0

Cash Price. Ex. Works.

Send for our New List No. C.D.1260.

DUDLEY & COMPANY. LIMITED
451 HOLLOWAY ROAD, LONDON, N.7
City Showrooms: 65-66 FORE STREET, E.C.

MANY SUCCESSES IN THE EXAMINATIONS
Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—

C. A. SCURR M.P.S. F.S.M.C. F.B.O.A. F.N.A.O. B.Sc. F.I.O. F.G.O.
50 HIGH STREET, BARNET, LONDON, N.

PRACTICAL SIGHT-TESTING

Over 200 Qualified Opticians have taken this Course

A Special Course of Lectures, Demonstrations and Clinical Instruction in preparation for the November 1931 examinations of the S.M.C. and B.O.A. Students are specially graded and three distinct courses are available: (1) Prepares exclusively for candidates taking General and Mechanical Optics; (2) Prepares for the Final Sections Sight-testing, Retinoscopy, Fundus Drawing, &c. (3) Post-Graduate for Honours Diplomas of the S.M.C. and B.O.A.

Each course consists of Correspondence Lectures, Test Papers, *Viva voce* and unequalled practical work. The Simpson trained optical student is assured of personal attention with abundant practical work. For fullest particulars (stamp please) to

WALTER SIMPSON, M.P.S., F.S.M.C., F.B.O.A., F.I.O.
510 FULHAM ROAD - LONDON, S.W.6

Whose Money?

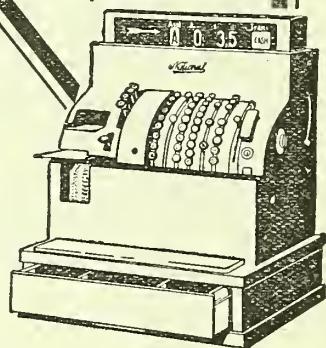
WHEN mistakes, forgetfulness and temptation take toll of the takings . . . whose money is short? Wholesalers, assistants, rent, rates, taxes and other overheads must be paid. Whenever cash leakages occur IT IS THE PROPRIETOR WHO LOSES.

That is why thousands of retailers throughout Britain declare that their adoption of a

National

CASH REGISTER

is the best investment they ever made.



"NATIONALS" embody every Cash Register feature of proved value. They not only reveal and stop profit leakages . . . they enable alert retailers to INCREASE profits, and to do it with much less work and worry.

Full details about a "National" that will meet your needs exactly await your request. Write and tell us your problems to-day. Every machine is offered on easy terms and enquiry involves no obligation.

Address enquiry to:—

**NATIONAL CASH
REGISTER Co. Ltd.**

225 Tottenham Ct. Rd. W.1

'Phone: MUSEUM 9811

WESTMINSTER COLLEGE OF PHARMACY

190 Clapham Road, London, S.W.9.

Founder: G. S. V. WILLS, Ph.C. *Principal:* P. H. WOODNOTH, Ph.C., F.C.S.

SESSION BEGAN
OCTOBER 7.

Preliminary Instruction by Post is available for all Students who propose to attend the Day Classes.

Full details and prospectus may be obtained from The Secretary.

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

BOURJOIS LONDON FACTORIES EMPLOY 400 BRITISH WORKPEOPLE

A. BOURJOIS ET CIE., LTD., is an English Company engaged in the manufacture and the distribution in this country and the British Colonies of the world-renowned creations—"Soir de Paris," "Ashes of Roses," and "Ashes of Violets" Perfume, Face Powders, Toilet Requisites and Fine Toilet Soaps.

Certainly the inspirations come from the genius of the French—France was ever the home of the Perfumer. And every Chemist knows that the essential concentrés cannot be produced in Great Britain.

Two very extensive and well-equipped London Factories, under entirely British management, chemists and direction, are being worked to their fullest capacity in the production of our ever popular Toilet series and Toilet Soaps, and our friends in the trade are cordially invited to visit our Factories at any time.

BUY BOURJOIS PERFUMERY, TOILET ARTICLES AND SOAPS AND HELP BRITISH LABOUR

Offices : 4, WATER LANE, E.C.4

Factories : 71-73, CARTER LANE, E.C.4, and
RIVER PLATE WHARF, UPPER GROUND ST., S.E.1

THERE'S AN ARMSTRONG STOPPER FOR EVERY NEED



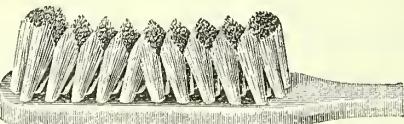
**PLAIN CORKS
SHAPED CORKS
EMBOSSSED WOOD
STOPPERS
ARTMOLD CAPS**



SEND NOW FOR
QUOTATIONS



ARMSTRONG CORK CO., LTD.
CORK DIVISION,
ALDWYCH HOUSE, ALDWYCH, LONDON, W.C.1


**BOTH-WAYS
TOOTH BRUSH**
ATTRACTIVE—EFFECTIVE—
DURABLE

ALL HARD BRISTLES UNLESS OTHERWISE ORDERED

'KEEPS ITS STIFFNESS'

Gent's 11/-

Lady's 8/-

**BIDWELLS,
AXMINSTER**

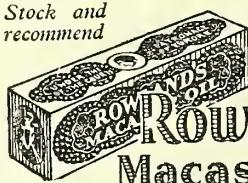


Selling Suggestions

Rowland's Macassar Oil keeps the hair naturally immaculate, for it controls the hair simply by making it soft and flexible.

Stock and
recommend

Of all Wholesalers,
to retail at 3/6,
7/- and 10/6.



**Rowland's
Macassar Oil**

A. ROWLAND & SONS, Ltd., 22 Laysta'l St.,
Rosebery Avenue, London, E.C.1

Xmas Window Posters, Showcards, & Window Decorations

will give that finishing touch to convince the potential buyer that yours are the goods for Christmas presents. Illustrated List, in colours, No. C.N. 1279, showing tickets, posters, window slips, and all decorations applicable to the festive season, free on mention of this journal.

DUDLEY & CO. LTD. 451 HOLLOWAY RD.
LONDON, N.7.
City Showrooms—65-66 FORE STREET, E.C.

. . . Win More Sales With “WINNING COLOURS” Dyes !

MORE AGENTS STILL WANTED

Send to-day for full particulars, and have “Winning Colours” in the race for sales.



Unequalled for strength and beauty of colour, with correctness of tone, these well-known dyes will bring you many repeat sales. They attract customers to your shop, for, once tried, “Winning Colours” Dyes are always used.

Particulars of this profitable agency, window display material, etc., will be gladly supplied. Convincing and attractive advertisements, which appear in the National Dailies from time to time, will stimulate the public interest, and bring you increased demand.

Buy the Dyes of Cup Fame!

**The UNITED INDIGO & CHEMICAL Co. Ltd.
HUDDERSFIELD - - - YORKSHIRE**

Sales Agents for Southern England: THE PHIL-SANO CO., LTD., CRAVEN HOUSE, KINGSWAY, LONDON, W.C.2



HEATING *under automatic control*

A TROUBLE-FREE, dependable and consistent heating service without the need for supervision is an asset to any Shop and Stock-room. Such is the service economically provided by the use of Wright's “Regulo”-controlled Gas Radiators. No attention whatever is required while heating is in progress. Over-heating is made impossible by the action of the “Regulo” control in automatically reducing gas consumption immediately the correct degree of warmth is attained, thus effecting a considerable saving in gas. Installation is simple and inexpensive, and each radiator operates independently, so that heat distribution may be general throughout the premises or localised at will.

Four types are available—the “St. David,” “St. Martin” and “St. Vincent” (all “Regulo”-controlled), and the “St. Bernard” (fitted with a governor).

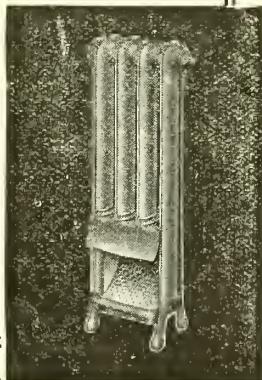


**WRIGHT'S
GAS
RADIATORS**
JOHN WRIGHT & COMPANY
Dept. C.R.
Essex Works, Aston, Birmingham
(Radiation Ltd., Proprietors)

The “St. Martin”
“Regulo”-Controlled

*See them at the
Gas Showrooms*
“REGULO”-CONTROLLED

The “St. Bernard”
Governor Controlled



**SPECIALIST IN
INTERIOR SHOPFITTINGS**

R. EUSTACE FOR
R.E.F.
REAL EFFICIENCY
FITTINGS

**CHEMISTS' FITTINGS
ARE OUR SPECIALITY**

—WRITE FOR OUR LIST—

R. EUSTACE, Hare Walk, Kingsland Road, London, N.1
Telephone: Clerkenwell 1045.

£8-10 CHEMISTS' CONVEYERS £6-19-9



GRANDEX CARRIERS, ALMA ROAD, ST. ALBANS

**ENLARGED
POSTCARD ENLARGEMENT**

—ORDERS—

Are BOUND to come your way—if you Try Our Service.
We make a speciality of Postcard Enlargements at this time of the year—and on receipt of postcard will send full details of our service
MUNNS BROS. LTD. 45/57 SUMMER ROW,
BIRMINGHAM

BLYTON, ASTLEY & CO. LTD.

Eagle Laboratories, Lr. Broughton, Manchester,
FOR

LOZENGES, PASTILLES, "MENTHELLS,"
and Quick-Selling WINTER SPECIALITIES.

**SHADEINE
FOR TINTING GREY HAIR**

This popular article is largely advertised and stocked by all Wholesale Houses.
Trial size 8d. per doz. : : : : 6/-
1/4 size, per doz. : : : : 12/-
2/6 size, per doz. : : : : 24/-
3/9 size, per doz. : : : : 36/-

The SHADEINE CO., 58 Westbourne Grove, London, W.2

**WE ARE SEVEN
HALEX TOOTHBRUSHES**

THE BRITISH XYLONITE CO., LTD., HALE END, E.4

DISEASES AND REMEDIES. Price 5s., by post 5s. 3d.
VETERINARY COUNTER PRACTICE. Price 7s. 6d. net,
by post 8s.

THE PHOTOGRAPHIC CHEMIST. Price 3s. 6d., by post
3s. 8d.

THE "CHEMIST AND DRUGGIST," 28 Essex Street, W.C.2

**CHEMISTS' FITTINGS
OF EVERY DESCRIPTION.
NEW AND SECONDHAND.**

F. MAUND & E. BERG (SHOWCASES) LTD.,
175/9 and 336 OLD STREET, LONDON, E.C.1

SHOPFITTINGS??

W. G. FARLEY

39 Nibthwaite Road
HARROW

HARROW 2458

WORKS:

29a DURANT STREET
HACKNEY ROAD
LONDON, E.2
BISHOPSGATE 2729

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**LATIN
FOR PHARMACEUTICAL STUDENTS**

By J. W. COOPER and A. C. MCLAREN.

An interesting, original and sound method of learning pharmaceutical Latin quickly and easily. 6/- net.

PITMAN'S, Parker St., Kingsway, London, W.C.2

PHOTOGRAPHIC SEASON

There will be good D. & P. business this year. See you get your share. Our attractive printing will help you. So will our Free Block Service that places over 100 illustrations, etc., at your disposal.

ELLAMS & CO., Pharmaceutical Printers,
33 Hanover Street, Liverpool

IONIZED IODINE

(MOLSON BRAND)

Obtainable from the usual wholesalers or the makers

MOLSON IONIZED IODINE CO. LTD.
34 C, GABRIEL'S HILL, MAIDSTONE

TATCHO Sample Size 6d.

THE HAIR RESTORER

6 Bottles in Case for
Counter Display,
4/- PER DOZ.

FROMOTES, PRODUCES, 1/3 size .. 12/6 per doz.
BEAUTIFIES THE HAIR 2/9 size .. 26/- per doz.

TATCHO Laboratories, 5 Great Queen Street, London, W.C.2

MANCHESTER TUTORIAL COLLEGE
327 OXFORD ROAD, MANCHESTER

J. E. GRIME, B.A., B.D. } Directors of Studies.
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FULL COURSES for MATRIC. and PHARM. PRELIM.

Cachet CLOSING
and FILLING
3'6" to 32'6"
machines
to suit all Dispensing Requirements.

WRITE FOR ILLUSTRATED LIST.

THOS. CHRISTY & CO., 4-12, Old Swan Lane, LONDON, E.C.4.

ABBOTT'S GINGER WINE ESSENCE

A new production with a distinctive flavour

Retail 8d., 5/6 doz., 6 doz. 5/3, gross lots 5/- doz.

SPECIAL BONUS TERMS for WINDOW SHOW

Available until November 30th, 1931



Sufficient show matter with all orders for a display that will make sales

ORDERS FOR 6 DOZEN

One dozen bottles free

YOUR COST

6 doz. at 5/3 doz. - £1 - 11 - 6

YOUR RETURN

7 doz. at 8/- doz. - £2 - 16 - 0

YOUR PROFIT

£1 - 4 - 6

ORDERS FOR 12 DOZEN

Two dozen bottles free

YOUR COST

12 doz. at 5/- doz. - £3 - 0 - 0

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½ doz. Poudre Tokalon 1/- size	4 6	6 0
1/3 doz. " 6d. "	1 6	2 0
1/6 doz. 1½ in. Compacts 1/3 "	1 10	2 6
1/6 doz. 1½ in. Refills 9d. "	1 1	1 6
1/6 doz. 2 in. Compacts 1/9d. "	2 7	3 6
¼ doz. Vanishing Skinfood 1/-size	2 3	3 0
½ doz. Tubes Vanishing Skinfood 6d. size	2 3	3 0
¾ doz. Rose Skinfood 1/3d. size	2 10	3 9
½ doz. Tubes Rose Skinfood 6d. size	2 3	3 0
	<u>21 1</u>	<u>28 3</u>
* Less 5 per cent. Display Allowance	1 1	
FREE GOODS	<u>20 0</u>	
½ doz. Poudre Tokalon 6d. size		1 6
	<u>20 0</u>	<u>29 9</u>
Retail Value of Order as above	29 9	
Cost of Order as above	20 0	

Your Profit 48.75% **9s. 9d.**

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	Trade Price	Price to Public
	s. d.	f. s. d.
2 doz. Poudre Tokalon 1/- size	18 0	1 4 0
1 doz. " " 6d. size	4 6	6 0
1/3 doz. " " 1/6d. "	4 6	6 0
¼ " 1½ in. Compacts 1/3d. size	2 10	3 9
1/3 " Compact Refills 9d. "	2 3	3 0
1/3 " 2 in. Compacts 1/9d. "	5 3	7 0
1/3 " Compact Refills 1/- "	3 0	4 0
½ " Vanishing Skinfood 1/-size	6 9	9 0
¾ " Rose Skinfood 1/3d. size	8 5	11 3
	<u>£2 15 6</u>	<u>£3 14 0</u>
* Less 10 per cent. Display Allowance	5 6	
FREE GOODS	<u>£2 10 0</u>	
1/3 doz. Poudre Tokalon 6d. size		2 0
1/3 " Tubes Van. Skinfood 6d. size		2 0
¼ " Tubes Rose Skinfood 6d. "		1 6
	<u>£2 10 0</u>	<u>£3 19 6</u>
Retail Value of Order as above	£3 19 6	
Cost of Order as above	2 10 0	
Your Profit 59%	£1 . 9 . 6	

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1931**

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	Trade Price	Price to Public
	£ s. d.	£ s. d.
4 doz. Poudre Tokalon 1/- size	1 16 0	2 8 0
2 " " " 6d.	9 0	12 0
2/3 " " " 1/6d. "	9 0	12 0
2/3 " 2 in. Compacts 1/9d. "	10 6	14 0
2/3 " 2 in. Refills 1/- size	6 0	8 0
½ " ½ in. Compacts 1/3 size	5 8	7 6
2/3 " ½ in. Refills 9d. size	4 6	6 0
½ " Vanishing Skinfood 1/- size	13 6	18 0
½ " Rose Skinfood 1/3 size	16 11	1 2 6
* Less 10 per cent. Display Allowance	11 1	£7 8 0
FREE GOODS	£5 0 0	

1 doz. Poudre Tokalon 6d. size	6 0
1 doz. Tubes Van. Skinfood 6d. size	6 0
2 doz. Rose Skinfood 6d. size	3 0
	£5 0 0
Retail Value of Order as above	£8 3 0
Cost of Order as above	5 0 0

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*	(Insert number of Parcels required)	
*	STANDARD PARCEL. No. 1.	@ £1 : 0 : 0
	2½% CASH DISCOUNT (for prompt settlement)	6
		19 : 6
*	STANDARD PARCEL. No. 2.	@ £2 : 10 : 0
	2½% CASH DISCOUNT (for prompt settlement)	1 : 3
		£2 : 8 : 9
*	STANDARD PARCEL. No. 3.	@ £5 : 0 : 0
	2½% CASH DISCOUNT (for prompt settlement)	2 : 6
		£4 : 17 : 6

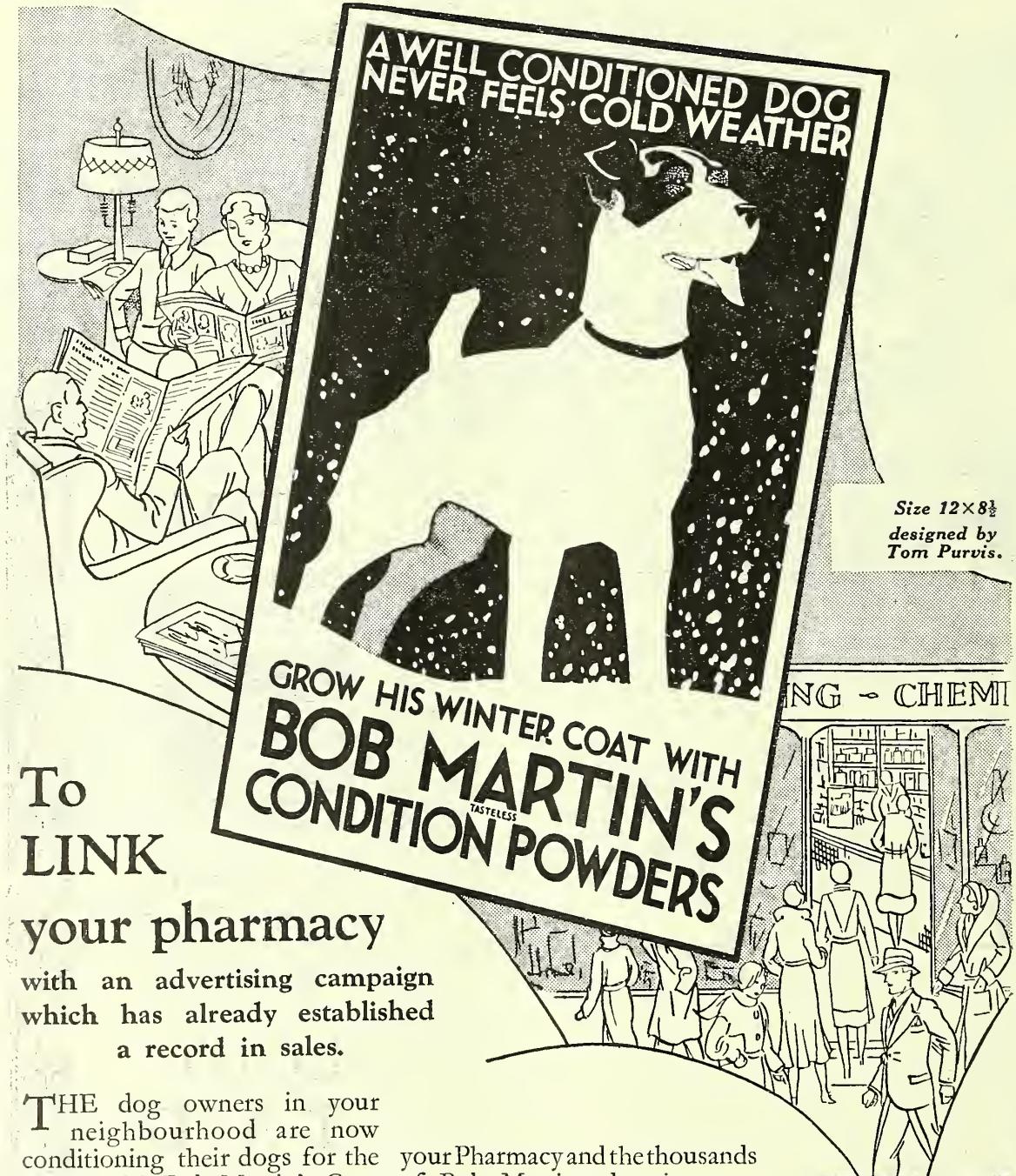
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Medicine Manufac-
turers since 1892



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ENGLAND

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DISPLAY**
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son who passes
your Pharmacy
is a ready buyer
of Bob Martin's
Condition
Powders.

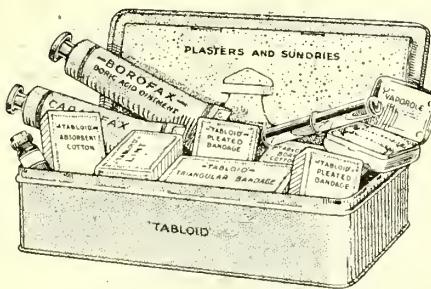
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'Tabloid' Brand First-Aid Outfits make ideal Christmas Gifts for motorists, householders, sportsmen, boy scouts, girl guides, etc. No. 709 (illustrated) contains 'Tabloid' Bandages and Dressings, plaster, 'Borofax' Boric Acid Ointment, 'Carofax' Carron Oil (Solidified), 'Vaporole' Iodine Tincture, 'Vaporole' Aromatic Ammonia (for use as "smelling salts"), protective skin, camel-hair brush and pins.

A special webbing-holder for attaching the Case to the handle-bars of a bicycle or to the waistband is supplied at an extra cost of 10d.

Refer to B. W. & Co. Price List for details of other Cases which make excellent presents.



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16 "	"	13/-	"

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THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
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other Chemists' Societies in Overseas Dominions*

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VOL. 115. NO. 2702

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News of the Week

Dyestuffs (Import Regulation) Act, 1920

The period of operation of the Dyestuffs (Import Regulation) Act 1920 is to be further extended for one year (January 15, 1932, to January 14, 1933).

Dyestuffs Negotiations

Meetings have been held during the last few days between the Continental dye manufacturers and Imperial Chemical Industries, at which substantial progress has been made towards the conclusion of a general agreement in regard to dyestuffs.

Proposed Empire Mark of Origin

The British Empire Mark of Origin Association is working to bring about the introduction of a voluntary and unregistered mark of origin, available for producers and manufacturers within the British Empire, to place upon their products. This proposed Empire origin mark, besides stimulating the sale of British Empire goods within the Empire itself, should also prove a valuable advertisement to such goods on sale in foreign countries. Further particulars of the proposed mark will be forwarded on application to Sir W. Herbert Daw, chairman, British Empire Mark of Origin Association, Norfolk House, Laurence Pountney Hill, London, E.C.4.

Visit to Works

Pharmacy students from University College, Nottingham, and Birmingham Central Technical College visited the works of the United Chemists' Association, Ltd., Cheltenham, on November 11. The visitors, numbering 100, were accompanied by Mr. A. O. Bentley, Ph.C. (principal of the department of pharmacy), and Mr. H.

Berry, B.Sc. (principal, Birmingham Central Technical College). They were met at the station by Messrs. G. W. Evans, C. H. Griffiths, J. Hearle and A. E. Young (directors). The visitors were divided into six groups for the tour of the works. Luncheon was served in the works, when Mr. Harold Miller (managing director) gave a hearty welcome to the guests. Lunch over, the two parties proceeded to the Ucal sports ground, where the biennial football match for the Ucal trophy was fought out. The result was a win for Nottingham with the score of 5—2. During tea the directors announced that, to show their appreciation of the sporting game played that afternoon, it had been decided to give a permanent trophy, to be held by the winner of this biennial match. Many speeches were made before the guests departed, and all joined in hearty congratulations to Nottingham, the first holders of the Ucal trophy.

Inquests

An inquiry was held at Leamington, recently, concerning the death of Mr. Arthur Bertram Clarke, retired chemist and druggist, late of Coventry. It was stated that Mr. Clarke was knocked down by a tram while apparently suffering from loss of memory. In recording a verdict of "Accidental death," the coroner expressed sympathy with Mrs. Clarke.

An inquest was held at Hornsey, London, N., on November 10, on the body of Miss Violet J. Wederell, a governess, who, the evidence showed, drank a solution of oxalic acid in mistake for a saline draught. A pathologist said he had found signs of oxalic acid in the organs. "This is a rare case," he added. "Usually those who take oxalic acid either die quickly, or recover. It is extremely rare for a person to live for three weeks after taking oxalic acid." A verdict of "Accidental death" was recorded.

Blackburn

The local chamber of trade, on November 14, concluded their successful shopping festival. The winners in the "things to use" section included C. A. Critchley & Co., Ltd., chemists; and Boots, Ltd.

Pharmacy is well represented on Blackburn Corporation. Councillor B. Holden, chemist and druggist, has been appointed vice-chairman of the public health committee; Alderman W. H. Grimshaw, chemist and druggist, is again taking over the chairmanship of the sewage committee; and Councillor C. A. Critchley, Ph.C., presides over the electricity committee for another term.

Liverpool

In a lecture on the science of perfumery, at the Liverpool University, recently, Mr. W. Doran, M.Sc., A.I.C., of the Department of Organic Chemistry, traced the history of perfumery and the lines of its technical development.

A meeting of the Old Students' Association of the Liverpool School of Pharmacy was held on November 3, Mr. J. Butler in the chair. A lecture was given by the president (Mr. H. Humphreys Jones) entitled *Pharmacy in the Early Days*. A vote of thanks to the president was proposed by Mr. Buchanan and seconded by Mr. Chapman.

Sheffield

Mr. John Austen, the local pharmaceutical historian, has been touring in Essex.

The new address of the North-East Midland Prescription Bureau is 65 Westbourne Road, Sheffield.

A Pharmacy Week has been held in the city. G. T. W. Newsholme, Ltd., had an attractive display, which included a machine showing the various stages of tablet manufacture and a range of vaccines and serums.

Miscellaneous

POISON-LICENCE APPLICATION.—The West Cumberland Farmers' Trading Society, Ltd., Whitehaven, have applied to the Carlisle City Council for a licence to sell agricultural poisons at Petteril Bridge.

CLOSING REGULATIONS SUSPENDED.—The Home Secretary has made an Order under the Shops (Hours of Closing) Act, 1928, suspending the operation throughout England and Wales of the provisions of that Act relating to general closing hours from Saturday, December 19, to Thursday, December 24, both days inclusive. This Order has also the effect of suspending the operation during the period in question of evening closing orders made under the Shops Act 1912. It does not affect the operation of the weekly half-holiday and other provisions of the Shops Acts.

SPORTING EVENTS.—The Ipswich Chemists' Hockey Club started its third season with an increased membership and a good fixture list has been arranged. The captain is Mr. S. J. Stearn; ladies' captain, Miss Greenwood; and secretary, Mr. F. W. Wiggin, 34 St. Matthews Street, Ipswich. Results of recent matches are as follows:—Men's team v. Depot Suffolk Regiment, lost 4—0; ladies' team v. Waterloo House, won 4—3 (November 4); men's team v. Felixstowe R.A.F., lost 2—1 (November 11).—Luton Chemists' Cricket Club require cricket fixtures with teams of medium strength for Wednesday afternoons in the coming season. The secretary is Mr. J. Earle, 149 Ashburnham Road, Luton.

HINTS ON SALESMANSHIP.—Addressing the Nottingham section of the Society of Chemical Industry on November 12, Lord Trent referred to production in a laboratory and sale over the counter. He alluded to the importance of putting up goods in the right type of containers and deciding whether new products should be sold in tins or bottles of what kind, and of how they should be labelled. He pointed out that what appealed to English customers did not necessarily have the same effect abroad, where the people had an entirely different outlook. The right moment at which to launch

a new line had also to be taken into consideration. More retailers failed through not paying sufficient attention to their stocks than from any other one cause.

IN THE COURTS.—At Cheltenham, on November 9, Dr. Arthur Purvis, Darlington, was charged with having failed to deliver to Lloyd & Gregorys, Ltd., chemists, a signed order in respect of a 1-oz. bottle of solution of cocaine purchased from them, and with having failed to enter in a register true particulars of supplies of the same or other "dangerous" drugs obtained from Mr. W. A. V. Lengden, Boots, Ltd., and Hill & Shaw. In another summons the defendant was charged with unlawful possession. Fines amounting to £26, with £21 costs, were imposed.—At Clerkenwell Police Court, London, on November 13, William H. Keayes (19), warehouseman, was placed on probation for stealing goods valued at 10s., the property of his employers, Sangers, Ltd., Euston Road, N.W.

Irish Notes

Brevities

The Arklow Harbour Board recently passed a vote of sympathy with the relatives of the late Mr. Arthur J. Byrne, Ph.C.

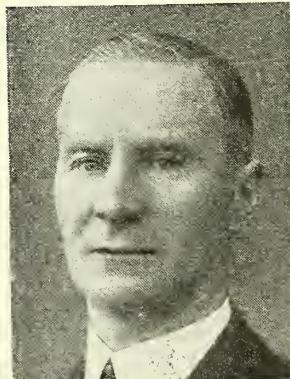
On and from November 6 the duty on mineral hydro-carbon light oils imported into the Irish Free State will be advanced from 4d. per gallon to 8d. per gallon.

A verdict of "Death from strychnine poisoning," and that there was no evidence to show by whom it was administered, was returned at the adjourned inquest at Larne, on November 13, concerning the death of Joseph McCormick, a farm labourer. Mr. J. H. Totten, public analyst for County Antrim, said that there was altogether 0.3 gr. of strychnine in the organs. The amount found in the vomit showed that the man must have taken a very strong dose.

Belfast

Mr. John Adams, the new president of the North Irish Pharmacists' Association, is not new to office, having been president of the Ulster Retail Drug Trade Association two years ago and secretary for several years of the Association to the chair of which he has now been called. Mr. Adams commenced with Mr. A. C. Scott, Portrush, and subsequently joined the late Mr. J. G. W. Boggs of the same town. Moving to Dublin, he served with Mr. W. F. Wells, and then became manager in Omagh for Lyons Medical Hall, Ltd. He qualified in 1907, and four years later established the Earlswood Pharmacy, 281 Upper Newtownards Road, Belfast, which he has carried on ever since. Mr. Adams is an enthusiastic freemason and stamp collector, being a vice-president of the Belfast Philatelic Society. He is held in high esteem. At the recent monthly meeting of the North of Ireland Philatelic Society, the competition for the most attractive and interesting album sheet of stamps was won by Mr. Adams.

At the annual meeting of the Belfast Benevolent Society of St. Andrew, it was announced that Mr. Robert Andrew, Ph.C., Crumlin Road, the retiring president, who has held office for two years, has given £100, to be known as the Mrs. Robert Andrew Trust. The interest is to be expended in providing comforts in the way of a New Year's gift annually to recipients of the Society's benevolence.



MR. JOHN ADAMS

Scottish Notes

Brevities

The cork business of Mr. J. S. Hunter, Kirkcaldy, has been acquired by Mr. William Currie, cork merchant, Leith.

At a recent graduation ceremony at Glasgow University the degree of B.Sc. (Pharmacy) was conferred on Robert Lind, Ninian McNamara, William R. Moffat and Helen L. Smith.

A correspondent writes:—"There is a growing opinion amongst chemists that photographic manufacturers should pay in cash or kind for the window displays given throughout the summer season."

Business Changes

MR. H. BINGHAM, chemist and druggist, 71 Queen Street, Hull, has removed to 114 Cromwell Road, Grimsby.

MR. H. S. FENTON, F.S.M.C., chemist and druggist, has opened a new business at 14 Worple Road, Wimbledon, London, S.W.19.

MR. G. H. HANKINSON, chemist and druggist, late junior partner in the firm of A. W. Hankinson & Son, chemists, Grange-over-Sands, will open a pharmacy at 57 Watford Way, Hendon Central, London, N.W.4, under the title of G. H. Hankinson (Hendon), Ltd.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Wednesday, November 25

Birkenhead and Wirral Association of Pharmacists. Meeting and supper. Address by Mr. H. N. Linstead (secretary of the Pharmaceutical Society).

Ipswich Chemists' Hockey Club, British Legion Hall, 8 p.m. until midnight. Dance. Tickets, 2s. each, from the secretary, Mr. F. W. Wiggin, 34 St. Matthews Street, Ipswich.

National Association of Women Pharmacists, The Libraries, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Social meeting and address by Miss G. Hindes, M.Sc., on "Nationalisation of the Hospitals and its Effect on Women Pharmacists."

South-West London Chemists' Association and Branch of the Pharmaceutical Society, Wandsworth Town Hall, at 8 p.m. Dance. Tickets, 3s. 6d. each, from the social secretary, Mr. J. E. Jones, 119 South Lambeth Road, London, S.W.8.

Western (London) Pharmacists' Association, Trocadero Restaurant, Piccadilly Circus, London, W.1. Dinner and dance. Reception 6.30 p.m., dinner 7 p.m. Tickets, 12s. 6d. each, from the social secretary, Mr. Gwilym Thomas, 105A Crawford Street, London, W.1.

Thursday, November 26

London College of Pharmacy, Criterion Restaurant, Piccadilly, London, W.1. Dinner and dance. Dinner 7 p.m. for 7.30 p.m. Tickets, 8s. 6d. each, from the social secretary. Also the second annual meeting of "The Old Cyanides" at 9 p.m. approximately.

Retail Pharmacists' Union, Liverpool Branch, Royal Institution, Colquitt Street. G. A. Mallinson (secretary of the Retail Pharmacists' Union) on "Reorganisation of the R.P.U." and "The Pharmacy Bill."

Topical Reflections

By Xrayser

Price Changes

In connection with proprietary lines are always a cause of trouble to the retailer, and the convenience of the chemist and druggist is not always considered by manufacturers who find it necessary or desirable to increase or reduce retail selling prices of any of their specialities. There is, I fear, a tendency in some quarters to consider that we need no special consideration in this matter, ups and downs in prices being supposed to balance each other, and the risk of loss to be one that we must incur in the ordinary course of business. But, as you point out (*C. & D.*, November 14, p. 595), manufacturers generally adopt a juster and wiser policy, though some need reminding of the fact that it is the retailer who has to bear the brunt of the change in any case. If the price is increased, without any alteration in the size or style of the pack, he may or may not benefit by having stock on hand; but, even if he does so benefit, he will probably more than earn it by making any necessary explanations to his customers. And when prices are reduced, the retailer's risk of loss is more than problematical, because in any case he will almost certainly have to be satisfied henceforth with the same percentage profit on turnover, and the cash turnover will, of course, be lower than it was previously. Every possible consideration should, therefore, be extended to chemists and druggists by manufacturers who alter prices of proprietaries, particularly when the prices are lowered.

Competition

can obviously not be met satisfactorily, either in business or elsewhere, unless those who find themselves up against the competition are at least equal in ability to their opponents. In business, too, competition can only be satisfactorily overcome by offering something better than one's competitors are able to supply in the shape of goods and service. In Mr. Humphrey's letter, upon which you comment (p. 595),

better quality and service are apparently assumed to be forthcoming on the part of the chemist and druggist, and you rightly stress the importance of better methods of salesmanship if the chemist is to win through. Ideas of fancied superiority as professional men will not carry us very far in the direction of beating competitors, even though they are what we describe as "unqualified." Our great need to help us against business competitors is the acquirement where necessary of improved business methods which, coupled with our special training as pharmaceutical experts, should fit us to meet with equanimity any competition by so-called "unqualified" retailers of chemists' goods. Many of them are only too well qualified to oppose us as business competitors.

Sterilisation

of medicaments can be and is performed, I imagine, by a great number of persons who have not the slightest acquaintance with what Sir William Willcox terms the principles of bacteriology (p. 597). This is not to say that a knowledge of bacteriology is useless to us in the conduct of our business, but the question in my mind is whether the acquirement of such knowledge should be pressed upon all pharmaceutical students. There is so much talk nowadays about modification of the syllabus, that one wonders if it is one and the same syllabus that it is proposed to modify. It cannot surely be contended with good reason that everyone who seeks qualification as a dispenser of medicines in shops must be compelled to submit to unlimited extension of a curriculum which is already admitted to be overloaded. What seems to me to be required is that opportunities should be afforded to the limited number who may reasonably expect to have to undertake specialised work in pharmacy, including those who may desire after qualification as chemists and druggists to proceed further with their studies.

Legal Reports

A Dentist's Sale of Poison.—In Norwich County Court, on November 10, Mr. Wilfred Henry Weeks, dentist, Prince of Wales Road, was sued by the Pharmaceutical Society of Great Britain for a penalty of £5 for having sold a poison contrary to the provisions of the Pharmacy Act, 1868, as amended by the Poisons and Pharmacy Act, 1908. The defence entered was that registration as a dentist was sufficient for the sale of poisons. Mr. P. A. Bainbridge appeared for the Society, and Mr. Weeks conducted his own case. Mr. Bainbridge said that the defendant, among other activities, carried on a chemist's business owned by a Mr. George Davison in Norwich. On August 13 a Mr. Doe called at the premises and was served by Mrs. Weeks with a bottle of Collis Browne's Chlorodyne. Mr. Alfred J. Plowright, Ph.C., of the Pharmaceutical Society's staff, stated that Mrs. Weeks was not on the Society's Register. Davison's name was. The witness stated that it was illegal for a qualified pharmacist to carry on business in partnership with an unqualified person. His Honour: Do you mean to say if a man lends a chemist some money on condition that he shares half the profits that is illegal?—Yes. Mr. P. A. W. Self, B.Sc., gave the result of his analysis of the preparation, which showed 0.17 per cent. of morphine. Mr. Bainbridge quoted from the case of the Pharmaceutical Society v. Wheeldon and from Regulations made under the Dangerous Drugs Act, 1920. The judge remarked that in the case of the Society v. Wheeldon a very exhaustive judgment was given, which covered all the points that had been raised. There would be judgment for the plaintiffs for £5, with costs.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

YULE, HEPWORTH, LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of general mechanical engineers, consulting or inspecting engineers, analytical chemists, etc.

TOUT, LTD. (P.C.).—Capital £100. Objects: To carry on the business of consulting, analytical, manufacturing, pharmaceutical and general chemists, drug merchants and dealers, opticians, etc.

COOPER & CO. (SUTTON), LTD. (P.C.).—Capital £3,000. Objects: To acquire the business of a chemist and optician now carried on by A. G. Wrench at 206 High Street, Sutton, Surrey, as "Cooper & Co."

DENISONS (CHEMISTS), LTD. (P.C.).—Capital £500. Objects: To acquire the business carried on by M. Denison at 87 High Street, Yeadon, near Leeds, and to carry on the business of chemists and druggists, etc.

G. H. HANKINSON (HENDON), LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of chemists and druggists and sundriesmen, etc. Solicitors: Frank Taylor & Son, 40 Cornwallis Street, Barrow-in-Furness.

COLORANE, LTD. (P.C.).—Capital £1,000. Objects: To acquire a chemical process, for extracting colouring matter from the earth, owned by H. J. de Wergifosse, 48 rue de la Luzerne, Brussels. R.O.: 61 Chancery Lane, W.C.2.

G. D. PROCESSES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of exporters, importers and manufacturers of and dealers in chemicals, fuels, dyestuffs, soaps, varnishes, paints, oils and chemical products, etc. Solicitor: H. H. Atteridge, 2 Bond Court, Walbrook, E.C.4.

HARPMAN'S INSTITUTE OF ENDONASAL REFLEX THERAPY, LTD. (P.C.).—Capital £2,000. Objects: To

carry on and apply the treatment known as Harpmann's Endonasal Reflex Therapy, etc. Solicitors: J. N. Nabarro, 170 Piccadilly, W.1.

PASMORE, STANFIELD, LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers of and dealers in dental, chemical, surgical and optical instruments and appliances, dealers in salts, acids, alkalis, drugs, medicines, optical, electrical and surgical materials, etc. R.O.: 93 Mortimer Street, W.1.

AMORA SUPPLY CO., LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers, refiners and distillers of and dealers in flavouring and other essences, essential oils, perfumes, colouring and sweetening agents and extracts, etc. Solicitors: Penman, Johnson & Ewins, 19-21 Clarendon Road, Watford.

LEWIS BERGER & SONS, LTD.—Trading profit for year ended July 31 was £62,542; dividends received from subsidiaries, £4,250. After providing £14,808 for loss on Australian remittances and taxation, and £7,715 for a subsidiary's deficit, the net balance is £30,978, against £106,634 for the previous year. Dividend on preference shares takes £28,000, the balance of £68,519 being carried forward. For the previous year a dividend of 10 per cent. was paid on the ordinary shares.

Bankruptcy Reports

Thomas Charles Hetherington, 47 Spring Grove Road, Hounslow, Middlesex, chemist and druggist. Public examination on November 13, at the Court House, Half Acre, Brentford. Statement of affairs showed liabilities £1,020 10s. 3d., and assets £101, leaving a deficiency of £919 10s. 3d. The debtor stated that until 1927 he was an assistant in a business, and he then opened on his own account with a capital of about £150 of his own money and £150 borrowed from a friend, and still owing. He took the shop at the above address on a seven years' lease at £200 per annum. In 1928 he borrowed a further £450. In December 1928 the debtor took a partner, who introduced £300, and was to receive one-third of the profits as salary. Last December the partner was paid out with £150, and another partner took his place. The latter put £500 into the business and was to receive a half-share of the profits and salary. The debtor stated that he did a fair prescribing business, and in his accounts for 1929 showed goodwill at £600. His business dropped away through so many chemists opening near him, but it was only just before he filed his petition that he was aware he could not pay his debts in full. The examination was adjourned.

Re George William Clarke, chemical insecticide manufacturer, lately of 41 Farringdon Road, E.C., also at Manchester and St. Albans. The public examination of this debtor was held before Mr. Registrar Warmington, at the London Bankruptcy Court, on November 11, the accounts showing £1,105 liabilities, and no assets whatever. Replying to Mr. H. Wheeler, Assistant Official Receiver, the debtor stated that in 1913 he invented a formula for a chemical insecticide, which was manufactured by himself and another as joint partners for a few months, until September 1913, when Vemmel, Ltd., was promoted to acquire the business. The company was unsuccessful and went into voluntary liquidation in June 1914. For some years he was employed in a Government department, and as a job buyer of general merchandise. In June 1930, having improved his specific, he was financed by his wife and commenced business as the Vemmel Chemical Company, at 41 Farringdon Street, E.C. In November 1930, he removed the business to Manchester, and in March 1931, to St. Albans. The business proved unsuccessful from its inception, and in July 1931, his wife, for whom he had agreed to hold the assets of the business in trust, disposed of the goodwill, stock and effects for £140. The debtor attributed his failure and insolvency to bad trade, consequent upon inclement weather and to heavy advertising expenses. The examination was concluded.

Committee on Shop Assistants

THE report of the Select Committee appointed in November 1930 to inquire into proposals for limiting the hours of work of shop assistants and improving their conditions of employment has been issued by the Stationery Office in three volumes—Vol. I, containing the recommendations and observations (2s.); Vol. II, the Appendices (6s.); Vol. III, the minutes of evidence (17s. 6d.). The evidence submitted to the Committee on behalf of employers and assistants in the drug trade has been published from time to time in *THE CHEMIST AND DRUGGIST*. The general summary (Vol. I, pp. 75-78) of the Committee's recommendations is as follows:—

(1) The term "shop assistant," in any legislation arising out of these recommendations, should be defined as "any person wholly or mainly employed in connection with any shop for the serving of customers or the receipt of orders, or the collection, despatch or delivery of goods, or in any clerical capacity."

(2) The following should be exempted from any such legislation:—

(a) Employees in hotels and boarding houses, other than those covered by the provisions of the Shops Acts 1912 to 1928.

(b) Employees of wholesale market traders.

(c) Persons employed wholly or mainly in canvassing for orders or collecting payments.

(3) The term "hours of employment," in any legislation arising out of these recommendations, should be defined as the time during which the employee is at the disposal of the employer, excluding the statutory intervals for meals.

(4) The normal hours of employment of all shop assistants, with the above exceptions, should be limited to forty-eight per week.

(5) In trades where there is a reasonable demand for hours in excess of forty-eight per week, a fixed amount of overtime should be allowed throughout the trade.

(6) Overtime should be paid for at a rate not less than one and a quarter times the rate for normal hours of employment.

(7) The primary decision as to the trades in which overtime should be allowed, and its amount, should be placed in the hands of the local and National Advisory Boards referred to below. Failing agreement on the matter before the Local Advisory Board, any separate section of the distributive trades should be entitled to appeal to the National Advisory Board for the fixing of the appropriate maximum amount of overtime, both per day and over whatever longer period of time might seem desirable. The National Advisory Board should then make a recommendation to the Secretary of State.

(8) Local authorities should, following an agreement before the Local Advisory Board as to the granting of overtime to any trade, make a provisional Order fixing the hours of overtime decided upon, such Order becoming operative when approved by the National Advisory Board and the Secretary of State.

(9) Each local authority responsible for the administration of the Shops Act should appoint a Local Advisory Board consisting of equal numbers of representatives of employers and employed, under a chairman appointed by the local authority. Where local employers' associations and trade unions representing distributive workers are in existence, the local authority should consult them when setting up the Board.

(10) The duties of Local Advisory Boards should be to make recommendations to local authorities on all matters connected with the administration of shops legislation, or upon any matters of a local character affecting the distributive trades.

(11) The Home Secretary and the Secretary of State for Scotland should set up a National Advisory Board in each country consisting of equal numbers of employers and employed. Local Advisory Boards should have power to suggest members for appointment to the National Board by the Secretary of State, and the

Secretary of State should have power to appoint in addition a chairman and a limited number of other persons who have special knowledge of the distributive trades.

(12) The duties of the National Advisory Boards should be:—

(a) To advise and make recommendations to the Secretary of State on any matters connected with the administration of the Shops Acts, or affecting shops or shop assistants, and any matters referred to them by Local Advisory Boards;

(b) To endeavour to promote uniformity of conditions, so far as may be practicable, in areas of similar type;

(c) To advise the Secretary of State on provisional Orders of local authorities in all cases where there is disagreement between the local representatives of employers and employed.

(13) Provisions similar to those contained in Part I of the Factory and Workshop Act, 1901, so far as they deal with conditions relating to health and welfare, and in Section 119 (Powers of Inspectors) of the same Act, should be extended to shops and warehouses, so as to secure for shop assistants similar conditions to those prescribed by the Factory and Workshop Act in respect of sanitary accommodation, heating, ventilation and lighting, and so as to give shops inspectors powers of entry for inspection and regulation.

(14) Notices should be posted in every shop setting forth the law with regard to the provision of seats for the assistants, and also stating that the assistants are intended to use them whenever possible. These notices should also specify the other provisions of the law relating to health and welfare.

(15) The enforcement of all the above provisions should be in the hands of the present inspectorate under the Shops Acts.

(16) An investigation should be made by the Ministry of Health into the possibility of installing adequate heating apparatus in shops where perishable goods are sold.

(17) The Secretary of State for Home Affairs and the Secretary of State for Scotland should be specifically entrusted, by statute, with the general supervision of all the provisions of shops legislation.

With two important exceptions these are the unanimous recommendations of your Committee. The exceptions are the recommendations (i) that the normal hours of employment of all shop assistants should be limited to forty-eight per week, and (ii) that overtime should be paid for at a rate not less than one and a quarter times the rate for normal hours of employment, which are the views of six out of the eleven members of your Committee.

Although the subject of early closing does not come within their order of reference, your Committee feel obliged to insist strongly on the need for strict enforcement of the Acts relating to it, in the interests of shop assistants. Stricter enforcement is specially needed in respect of the statutory meal times and half-holiday regulations. Your Committee believe, moreover, that the time has come for a still further limitation of the hours during which shops may be open, and they would like to see the Shops Act 1912 amended so as to enable local authorities to make Closing Orders for an earlier hour than 7 p.m. Your Committee support the movement for the enforced Sunday closing of shops. Your Committee consider that a stricter statutory regulation of street trading is necessary.

BUTYL ALCOHOL IN YUGOSLAVIA.—Approved imports of butyl alcohol and its compounds are exempted from duty in Yugoslavia until such time as butyl alcohol be manufactured in adequate quantities.

PRESSCRIPTIONS BY TELEPHONE.—Tokyo pharmacists are protesting against a recent legal decision that to dispense a prescription received by telephone is contrary to the provisions of the Pharmacist Act.

Medicine Stamp Acts Test Case

A Report of an Action of Great Interest concluded in the High Court, London, on November 16

(Concluded from the C. & D., November 14, p. 587.)

IN the King's Bench Division of the High Court, London, on November 12, before Mr. Justice Rowlatt, the hearing of the action brought by the Attorney-General against Lewis & Burrows, Ltd., chemists, New Oxford Street, W.C.1, was continued. The Attorney-General claimed a penalty of £10 on the grounds stated at the opening of the case.

Evidence for the Defence

The first witness called on the resumption was Mr. Edward Crossley Carr, Nottingham, a member of the Executive of the Retail Pharmacists' Union. Mr. CARR said there were several vapour rubs on the market, but, with the exception of Vick's Vapour Rub, they had not a large sale.

The JUDGE said the question was whether they were trying the issue of whether the name was known or the mixture.

Mr. CARR, continuing, said that as near as he could tell the term "vapour rub" came into use about 1923. He knew the publication "Pharmaceutical Formulas," which was a well-recognised work of reference among chemists.

Sir THOMAS INSKIP (cross-examining): When did you first hear of an article called vapour rub?—Some time last year. Had you any idea then whether it was good, bad, or indifferent?—I knew it was good, because I had seen the formula of the original vapour rub. What do you call the original vapour rub?—Well, I had heard of Vick's. Your final opinion depended upon a reference to a precise formula?—Yes. Where did you find the formula?—In "Pharmaceutical Formulas." How did you find it?—It was pointed out to me by the secretary of the R.P.U.

Sir ALBION RICHARDSON (re-examining): Do you know the Regesan preparation?—Yes. Sir Albion Richardson exhibited a circular relating to Regesan Vapour Rub.

Mr. JOHN KEALL, a member of the Council of the Pharmaceutical Society and of the Executive of the Retail Pharmacists' Union, said he was in business as a chemist. In his opinion vapour rubs were a generic set of formulas which were used generally for rubbing, and owing to the heat of the body a vapour was produced which was highly beneficial in throat and chest complaints. The vapour rub he knew best was one which was frequently demanded by the public in their own terms. They were what might be called people's own vapour rubs. The oldest one was camphorated oil, and was often handed down as a remedy from one generation to another. Vick's applied to their product the name of Vapour Rub. He knew of the book "Phar-

maceutical Formulas," and it was recognised and well known among chemists.

Sir THOMAS INSKIP: Supposing I came into one of your shops for a packet of vapour rub?—You would obtain what we had in stock. Whose would it be now?—Well, the product we had in stock, possibly Vick's.

The JUDGE: Supposing he said "I have had Vick's and I don't like it," what would he get in its place?—I should prepare one for him.

Mr. WILLIAM JOHNSTON, Ph.C., formerly in the drug trade for twenty-six years, and for about twenty years

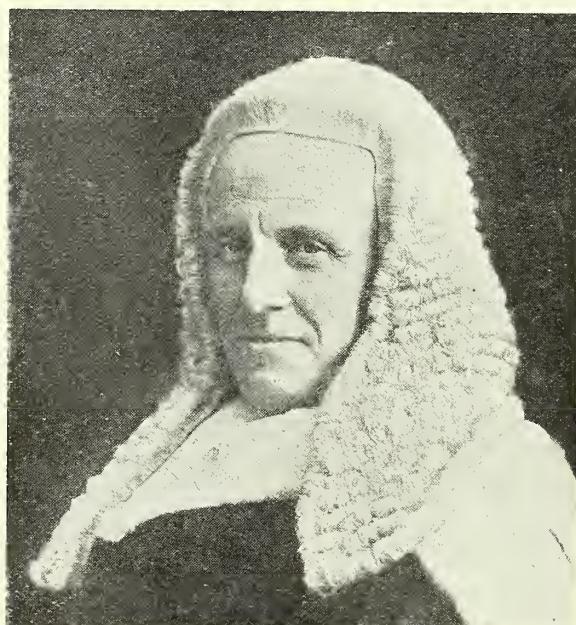
secretary of the Chemists' Defence Association, said he had known of the vapour rub specified in this case since the summer of this year. He had known of the formula for it, however, since 1929, or earlier, from "Pharmaceutical Formulas." The ingredients of the mixture were quite usual, either with or without a semi-solid basis.

Sir ALBION RICHARDSON asked if Mr. Gough might be recalled, and the request was granted.

Mr. GOUGH said his firm made up about 1,000 pots of the Vapour Rub, and of those nearly two-thirds were sold before October 1930. There were four consignments, making just under 1,000 pots when they were made up.

Speech for the Defence

Sir ALBION RICHARDSON, addressing the Court for the defence, said there were two main issues. First, it was alleged that the Vapour Rub in the case



Photo]

[Sport and General
MR. JUSTICE ROWLATT

was not a known, admitted, or approved article; and, second, that the defendants were the original and first vendors of the article. The date for which the defendants were charged on the information was October 18, 1930, and it was on that date it was alleged that the rub was not known, admitted, and approved. He was not certain on whom lay the burden of proof, but submitted that it was on the Attorney-General. He thought the evidence had clearly established that the Vapour Rub was known, admitted, and approved in two senses. It had been shown that the book "Pharmaceutical Formulas" was regarded by chemists as a well-known and recognised book of reference in the chemists' profession. It was also clearly established that the formula for vapour rub appeared in that book; and he submitted, therefore, that he had established that the mixture was well known, admitted, and approved on the date in question. The test he had dealt with was the one laid down by the Customs authorities, and, in his submission, it was quite sufficient. That was the first answer to the charge that this remedy was not well known and approved at the date in question. But the second was that he had proved by evidence as a fact,

first of all, that vapour rubs, which was the term used to describe the remedy, were well known, and very substantially sold. A medical witness for the Customs authorities had admitted that he had inquired for a vapour rub at a chemist's shop and had been supplied. What was said not to be known or approved was the mixture having the properties, qualities, virtues and efficacies of the brand in this case.

When Sir Albion was quoting from an official document dealing with the matters in question, his lordship commented: "As soon as these public departments try to paraphrase they get into a muddle."

Sir ALBION RICHARDSON submitted he had established by the evidence that the efficacies, properties and qualities of the Vapour Rub were known, admitted and approved at the date of the sale. The third point was the sale which had taken place. Five or six hundred pots had been sold at the date when the offence was charged.

The JUDGE: Would you say, supposing a breach of the law is committed by selling these things unstamped, if you go on long enough you establish a knowledge of it and therefore the offence is defeated by the previous offence?—Yes.

Sir ALBION RICHARDSON also submitted that the defendants were not the persons who introduced the vapour rub to the public, nor were they the persons who had become the proprietors of the right of mixing or compounding it; it was public property.

Reply for the Prosecution

Sir THOMAS INSKIP urged that it would appear that the Anglo-American Oil Co., Ltd., were requested to make a particular article, which was specially made for the defendant company. The Anglo-American Oil Co. made it in pursuance of a request by the defendant company, and, having regard to the words of the Act, were not the first vendors of it. There was no evidence that any person in the world had made a vapour rub according to this formula except the Anglo-American Oil Co. for this particular firm.

The JUDGE: You say this was a specific, or a specific mixture, and there was no evidence that it was on tap.

Sir THOMAS INSKIP: Yes. These are the only people who have ever had it for sale, or sold it.

The JUDGE: Does the original, or first vendor, mean of the particular parcel of stuff, or the kind of stuff?—I should say that "the original vendor" refers to the article or the bottle. Perhaps it means both. The Glyn-Jones case is a very difficult one to apply. You have to find whether these people were the first to introduce it to the public. They were the original and first vendors of it, because they were in fact the only people so far as I know who had sold it to the public, or thought of selling it to the public, and they were the first people who introduced it to the public. My first ground is they were the first vendors.

The other point, proceeded Sir THOMAS INSKIP, was regarding the words "known, admitted and approved." It was almost impossible to conceive of any mixture which was not composed of chemical substances well known to the world, and especially to chemists and doctors. In his submission it was not intended that they should look at the ingredients. He supposed they were all brought up with a cough mixture, and he had no doubt that if they looked at "Pharmaceutical Formulas" they would find scores. Could it be said that if any chemist cared to put them into a packet they would be exempt from the Statute because the ingredients were well known, admitted and approved? The mere fact that a number of drugs that went to make up a remedy were well known did not mean that they were approved as a remedy. None of those who had given evidence knew "vapour rub" as a trade denomination until their attention was called to it by the solicitor or the gentlemen engaged in this case. None of them knew of vapour rub as a trade name. It was not that the authorities were anxious to secure a conviction. They wanted to establish that, having regard to the fact that shops were flooded with these articles, if they were recommended as specifics they must be taxed, and it was of importance to know what was the meaning of the words "known, admitted

and approved." Otherwise the exemption claims of the Act were reduced to complete nonsense, because the ingredients of every single article put on the market would be known, admitted and approved. And, after all, it was the composite effect of the ingredients which had an effect on the malady. It was the composition as a whole which had to be known, admitted and approved, and not the ingredients. The Customs authorities were no longer prepared to wink at what was going on. The old Act had to be administered with some lucidity. "Pharmaceutical Formulas" was a book much less used twenty years ago than it was to-day, and it was not worth while bothering about it at that time. Now, however, the authorities said they could not accept it, and they were no longer prepared to accept the standards set up by it. That was, in his submission, a perfectly proper attitude to take up.

Mr. JUSTICE ROWLATT intimated that he would give judgment on the following Monday morning.

Judgment

Mr. JUSTICE ROWLATT delivered the following judgment on November 16:—

In this case the Attorney-General seeks to recover from the defendants, who are retail chemists, a penalty, under 52 Geo. III, c. 150, for selling a bottle of a substance described as "Vapour Rub," and recommended on the wrapper for chest and throat complaints, without the article bearing the stamp required by the Act. The question turns on whether the defendants can bring themselves within the special exemptions in the Schedule to the Act. It is said that they fail to do this in two respects.

The first point made was that they were "the original or first vendors" within the words of one of the limitations of the exemption. In Farmer v. Glyn-Jones, 1903, 2 King's Bench 6, it was held that a retailer buying a preparation from the wholesalers and then bottling it and affixing a commendatory label was not "the original or first vendor." The Solicitor-General sought to distinguish this case from that on the ground that here the article was ordered to be made up specially for the defendants—as appears from the correspondence—so that the position is the same (if I understand the argument aright) as if the defendants had made it themselves by their own employees on their own premises. I cannot give effect to this distinction. Though the article was ordered, the transaction was a sale as much as it was in the case referred to.

The other point was whether the substance was a mixture, composition or preparation of which the different "denominations, properties, qualities, virtues and efficacies" were "known, admitted and approved of in," to put it shortly, the relief of human ailments. The facts were that the formula according to which this Vapour Rub is made up is to be found in the publication known as "Pharmaceutical Formulas," but under the name of "Chest Vapour Rub," "Vapour rub," according to my view of the evidence, is a designation of the method whereby, where a substance of this kind is used, the healing ingredients which it contains are brought into operation upon the organs to be treated. The preparation is rubbed upon the chest, and acts in the direct mitigation of inflammation and also gives off a vapour which is inhaled. It is a term of the same class as lozenge, pill, powder, plaster, embrocation, and so on. Substances acting in this double way have long been used; and I was told, and I accept this evidence, that people have their own particular formulas for this sort of treatment, handed down from earlier generations in whose time there was less reliance on ready-compounded medicaments. The phrase "vapour rub" has been invented to describe this class of article in the United States of America, from which country a particular form of it called Vick Vapour Rub has been put upon the market. The term "vapour rub" *simpliciter*, as describing a particular article, had not been used until, in 1929, the defendants began to sell the preparation now in question in the way that has given rise to these proceedings.

Under these circumstances, if the defendants had described their article as "Chest Vapour Rub, P.F. 1," I should have held that its denominations, properties, and so on were known, admitted and approved of and so on by reason of the circumstance that "Chest Vapour Rub," with its formula, appears in that publication. The point is as to the position when the compound itself is exactly described in the publication or is otherwise known and so on, but the article in question is not identified with it by name or specific description.

It is obvious that the "denominations, properties," and so on of the mixture and so on cannot be said to be known and so on unless it is first known what the mixture is that is referred to. Now it seems to me that it is the substance sold whose properties have to be known and so on, not the formula according to which it can be ascertained that it has in fact been prepared, though put on the market under some mysterious name. The properties of Vapour Rub *simpliciter* are not known

and so on, by reason of the fact that those of Chest Vapour Rub are, unless it is also known that the two articles are the same. It seems to me that there is no evidence of this latter knowledge. The Crown succeed on this point and are entitled to judgment for the penalty claimed, with costs.

I may add, with regard to the memorandum issued by the Commissioners after the decision in Farmer v. Glyn-Jones already referred to—though I have not considered it in arriving at my decision—it is convenient that such memoranda should be issued provided it is understood that public departments have no power in law to bind themselves as servants of the Crown by such pronouncements. I think I may also add that it is high time this mass of confused, obsolete verbiage comprised in these Acts should be recast.

Sir ALBION RICHARDSON asked for a stay of execution pending notice of appeal, and the request was granted.

"Known, Admitted and Approved"

Specially Contributed

THE effect of the judgment in the test case reported in this issue is clear. Mr. Justice Rowlatt—a judge of exceptional experience in revenue cases—has decided that a proprietary article made according to a formula which is well known by reason of its having been published in a recognised book of reference does not require to be stamped so long as it bears the title given to it in that book of reference, and is thereby classified as being a preparation in which no claim of exclusive right of title arises. If, however, the name is changed, although the formula has been borrowed from the book of reference, then the preparation becomes liable to stamp duty. That, quite shortly, is the explanation of the reason why Lewis & Burrows, Ltd., were held liable for the penalty of £10 claimed from them by the Crown under the Medicine Stamp Act, 1812, in respect of the sale of a bottle of Vapour Rub prepared admittedly according to the formula given under "Chest Vapour Rub, P.F. 1" in "Pharmaceutical Formulas." The learned Judge summed up his conclusions thus:—

"It is the substance sold whose properties have to be known and so on, not the formula according to which it can be ascertained that it has in fact been prepared, though put on the market under some mysterious name. The properties of Vapour Rub *simpliciter* are not known and so on, by reason of the fact that those of Chest Vapour Rub are, unless it is also known that the two articles are the same. It seems to me that there is no evidence of this latter knowledge."

A Significant Observation

Another observation which fell from the learned Judge in delivering his decision is of particular moment. It occurs at the end of the judgment, and its significance will at once be apparent:—

"I may add, with regard to the memorandum issued by the Commissioners after the decision in Farmer v. Glyn-Jones already referred to—though I have not considered it in arriving at my decision—it is convenient that such memoranda should be issued provided it is understood that public departments have no power in law to bind themselves as servants of the Crown by such pronouncements."

That comment goes to the very root of this case and of all similar trouble that has arisen. The Medicine Stamp Act of 1812 gives no authority to any department or official to make rules or regulations under it. In 1903 the judgment in Farmer v. Glyn-Jones laid down the broad principle that "known, admitted and approved" remedies are to be exempt from the stamp duty; but the Court did not define the meaning of that phrase or its limitations. In the same

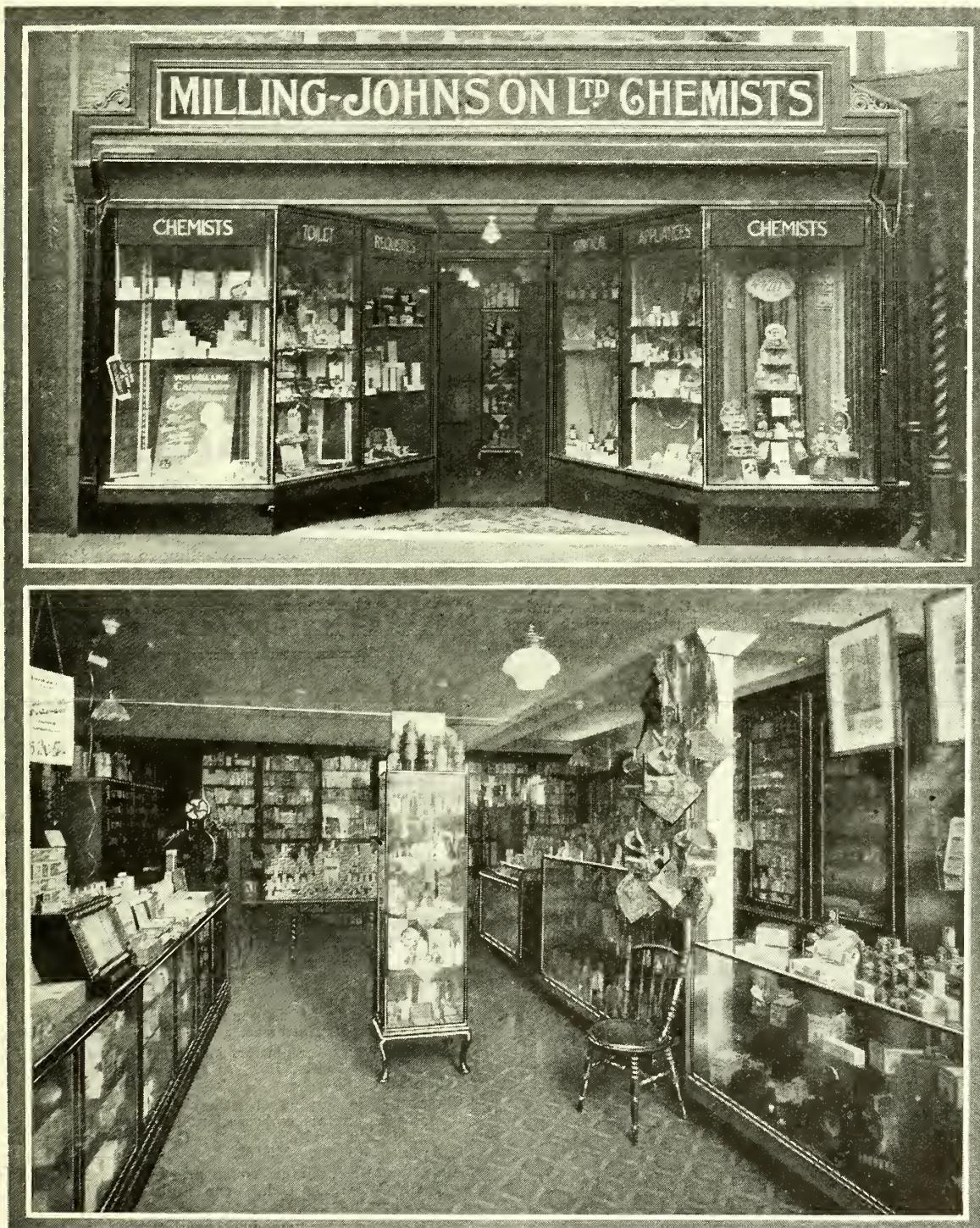
year the Customs authorities, to avoid the perplexities that had arisen as a result of Farmer v. Glyn-Jones, decided that if a reference was made on the label to where the formula of the preparation could be found in an approved book of reference, this would constitute a sufficient disclosure to render the article a "known, admitted and approved" remedy to be sold unstamped by exempted persons. That was not a legal rule or regulation, but merely a practical working arrangement as between the Customs authorities and the proprietors concerned; and, in point of fact, it operated very well until the proprietors of these preparations began to depart from the arrangement either (a) by varying the published formula, or (b) by changing its name (as in the present case) from the name or description in which it appeared in "Pharmaceutical Formulas." Reference to page 726 of that volume will show how clear a warning is there given as to this very thing:—

"In this connection it is necessary to draw attention to the fact that the use of a title other than that given in this section, or any deviation from the formula as published, is a breach of the terms of the exemption under which 'known, admitted and approved' remedies may be sold unstamped."

Title and Formula

That very sentence was read out by Sir Thomas Inskip, and there is no doubt that Mr. Justice Rowlatt was impressed by its force and accuracy. And so we arrive at a further most important conclusion. On March 1, 1930, the Customs authorities ruled that in future no "known, admitted and approved" remedy should be recognised as exempt from stamp duty unless the actual formula was also printed on the label, in addition to the announcement that "no proprietary rights are claimed in the preparation of this medicine." The effect of Mr. Justice Rowlatt's judgment is to wipe out this requirement.

It may be observed that a stay of execution was granted pending appeal to the Court of Appeal from the judgment of Mr. Justice Rowlatt. For the moment, the decision stands; and if there is one comment on the case that may properly be made, it is that the judgment of the learned Judge vindicates emphatically the advice so often given by THE CHEMIST AND DRUGGIST to numerous inquirers that strict adherence to formula and title alike is the only sure basis of exemption from stamping. At length the point has come before the Courts, strangely enough on a side issue and almost by way of *obiter dictum*; and it has been effectively dealt with in a judgment which, everyone must agree, is a model of lucidity.



The new shop front and interior of Milling-Johnson, Ltd., Town Hall Square, Chester. The front is of bronze metal with an emerald-pearl granite base. The threshold is specially designed to prevent slipping. The fascia is of glass, with gold letters on a black background, and is enclosed in a bronze frame. The window enclosures are in six sections made of mahogany, with doors at the back glazed with Flemish glass and fitted with four rows of plate-glass shelves. The spaces enclosed by the angles of the window enclosures are utilised as cupboards with adjustable wood shelves inside. The interior is fitted with a mahogany serving counter on one side and mahogany show cases on the other. All are the work of S. Maw, Son & Sons, Ltd., London.

Trade Notes

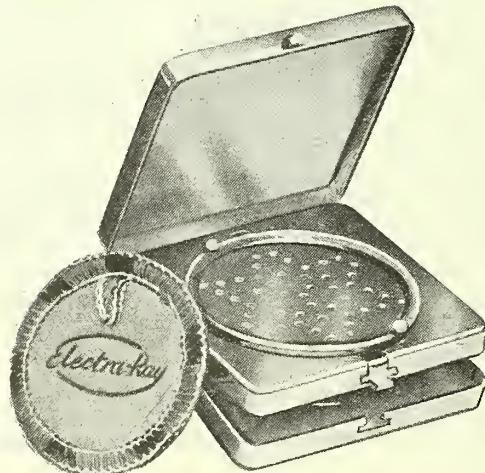
BONUS OFFER.—Anzora Perfumery Co., Ltd., Willesden Lane, London, N.W.6, are making a bonus offer in connection with their popular hair creams. Details will be found in the advertisement pages.

AN ATTRACTIVE SHOWCARD.—H. Bronnley & Co., Ltd., perfumery manufacturers, Acton Vale, London, W.3, have sent us a copy of their latest showcard, a photograph of which appears herewith. Measuring 14 in. by 12½ in., this showcard, printed in red and black on a silver-grey ground, is devoid of that "fussiness" which characterises so much of the display material intended for chemists, but its appeal loses nothing by such simple yet artistic design. It is an appropriate background for Christmas coffrets.

In their advertisement in this issue A. Bourjois et Cie, Ltd., 4 Water Lane, London, E.C.4, remind chemists of the English nature of their business, which gives employment to 400 British workpeople. A cordial invitation is extended to *C. & D.* subscribers to visit the company's factories.

QUINISAN.—Howards & Sons, Ltd., Ilford, inform us that complaints are being received from the public that they are unable to obtain Quinisan. This product, which has given remarkable results in cases of colds and influenza, is being advertised in the lay and technical Press, and chemists not carrying stocks can obtain it through the usual wholesale channels. Quinisan is supplied in bottles of 25 and 100 tablets and in bulk.

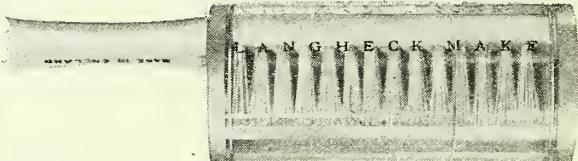
AN ATTRACTIVE POWDER BOX.—Lectra Ray Products, Ltd., 3, Fleet Lane, London, E.C.4, are the suppliers of a British-made sifter powder box which is excellent value. The device is simple in operation, and works in an extremely satisfactory manner. The box is avail-



able in a variety of colours, and is fitted with a mirror and puff. Sifter cases are enjoying considerable popularity owing no doubt to the fact that a lady can carry in a convenient manner a quantity of her favourite powder, and they are particularly suitable as useful, inexpensive Christmas presents.

ROBERTS & SHEPPEY, 2 Skipton Street, London, S.E.1, remind chemists that Mel Rose tablets and Mel Rose cream are among the products for which there will be an increased demand during the coming months.

A NEW TOOTH BRUSH CASE.—Langheck & Co., Ltd., 5 New London Street, London, E.C.3, have drawn our attention to the transparent pliaphane container for tooth brushes, an illustration of which is shown herewith. The novelty of this container is that a transparent case is produced whereby the handle of the brush glides through the end of the container and reduces



the length of the transparent cylinder to the extent of the bristle only. Compared with the transparent cases which have always been supplied by this company in full length, this novelty shows an appreciable saving in cost. The container could be attractively printed. A pull-off lid at the end allows examination of the brush if desired. On the other hand, if this lid is closed down a practically hermetic closing is obtained.

FRANCIS NEWBERRY & SONS, LTD., druggists' sundriesmen, 27 Charterhouse Square, London, E.C.1, have published an illustrated brochure on "Suggestions for Seasonable Gifts." It is interesting to note that a retail price is printed under each article, the figure having been arrived at by adding to the cost price a percentage which most chemists will regard as satisfactory. A copy of the list will be sent post free to anyone interested.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," November 4, 1931.)

- "SIANOVA"; for all goods (1). By Bror Gottfrid Palsson, S. Neptunigatan 8, Malmo, Sweden. 525,331.
- "JEYES"; for disinfectant fluids, powders, sweeping powders, dog soap, weed killer and sheep dip (2). By Jeyes' Sanitary Compounds Co., Ltd., 99 Regent Street, London, W.1. 524,391. (Associated.)
- "SINFECT"; for sanitary chemicals (2). By Thornton & Ross, Ltd., Colne Vale Road, Milnsbridge, Nr. Huddersfield. 525,124.
- "PLANOCROME"; for all goods (3). By May & Baker, Ltd., Church Road, Battersea, S.W.11. 524,287. (Associated.)
- "THERMOPLAST"; for plasters and dressings (3). By A. De St. Dalmas & Co., Ltd., 35 Mansfield Street, Leicestershire. 525,234.
- "RANGEOL" in graduated letters on pyramid shape; for massage oil or embrocation (3). By C. W. Tubb, H. Maehin and E. W. T. Gibson, Cumbræe, Park Avenue, Redcar. 525,532.
- "LIGHTNING"; for liquid cough preparations (3). By Veno Drug Co. (1925), Ltd., Veno Buildings, Chester Road, Manchester. 519,057.
- "PHYLLATONE"; for medicinal chemicals (3). By A. Taylor, 75 Fitzwilliam Street, Huddersfield. 525,022.
- "BISMOCHLOR"; for a bismuth, oxychloride and glucose injection preparation (3). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 525,064.
- "REVIMOL"; for medicinal chemicals (3). By V. W. Levy, 17 Roman Road, Middlesbrough. 526,014.
- "TRAVLESE"; for all goods (3). By R. C. Bardsley, 25 Albert Street, Manchester. 526,197.
- "WENDY"; for surgical belts, etc. (11). By R. Allen, The Hermitage, Sutton Brailes, Warwickshire. 526,021.
- "DEMI-JOUR" and "SPORTS D'ETE"; for perfumery, etc. (48). By Parfumerie Houbigant, Société Anonyme, 19 Rue du Faubourg Saint-Honoré, Paris. 524,784; 525,381.

Deaths

CLARKE.—At Leamington, recently, as the result of a street accident, Mr. Arthur Bertram Clarke, retired chemist and druggist, formerly in business at 59 Cross Cheaping, Coventry, aged sixty-one.

DEANE.—On November 14, Julia Anne Deane, 6 White Rock, Hastings, widow of the late Mr. James Deane, Ph.C., Clapham Common, London, S.W.4, aged seventy-seven.

EDWARDS.—At Northcourt, Redington Gardens, Hampstead, London, N.W.3, on November 13, Mr. William Edwards, senior partner in the firm of William Edwards & Sons, wholesale and export druggists' sundriesmen, 14-18 Nile Street, City Road, London, N.1. The business of which Mr. Edwards was the head was founded in the closing years of the eighteenth century by Benjamin Shaw at 74 High Street, Borough, S.E. In or about 1805 Mr. Shaw took Mr. Evan Edwards into partnership; Messrs. Shaw & Edwards then removed to St. Paul's Churchyard. Mr. Edwards became the sole proprietor in 1814; on his death in 1840 he was followed by his son, Mr. William Edwards, and the address was changed, as expansion continued, to Old Change, to Queen Victoria Street, and eventually to Nile Street. Mr. William Edwards retired in 1900; the son, who was named after him, became the head of the firm, and his sons, Mr. W. L. Edwards and Mr. H. S. Edwards, joined him as partners. An account of this historic house, which owns some interesting proprietaries dating from a century or more ago, was given in THE CHEMIST AND DRUGGIST, 1914, I, 155. Mr. Edwards joined the business in 1872, and continued in regular attendance at his office till the last. He was one of the pioneers associated with the late Sir William Glyn-Jones in the formation of the Proprietary Articles Trade Association in 1895-96, and was its president for the year 1915-16. In his private life Mr. Edwards had many benevolent interests. The funeral took place at Hampstead Cemetery, after the first part of the service had been held at Lyndhurst Road Congregational Church, on November 17, when several members of the associated wholesale trades attended. Mr. Henry C. Quelch was represented by Mr. Herbert G. Quelch, and Mr. H. S. Woodgate represented A. Bourjois et Cie, Ltd.

LAWSON.—At Central Buildings, Ambleside, on November 11, Mr. Frederick Lawson, Ph.C., aged sixty-one. Mr. Lawson was formerly one of the heads of the Northern College of Pharmacy, Manchester, and was the author of various text-books. He succeeded his father-in-law, Mr. H. W. Herd, in business. Mr. Lawson, who was greatly respected in Ambleside, leaves a widow, a son and two daughters. Mrs. Lawson and one daughter are qualified chemists.

LEMMON.—At Church Terrace, Heavitree, Exeter, on November 10, after a brief illness, Mr. Eric Lemmon, Ph.C., aged seventy-six. Mr. Lemmon, who passed the Major examination in 1879, carried on business at 47 High Street, Exeter, and on retiring ten years ago continued to act as dispenser to the poor-law institution and as secretary of the Exeter and District Pharmacists' Association, and the Exeter Pharmaceutical Committee. He was at one time a member of the Council of the Royal Academy of Music.

MEEKE.—At 12 Kenilworth Road, Rathmines, Dublin, on November 16, after a few days' illness, Mr. William Campbell Meeka, solicitor. Mr. Meeka, who commenced practice in 1889, was for many years solicitor to the Pharmaceutical Society of Ireland. In that capacity he took an active part in the preparation of the evidence submitted to the Joint Committee of the Houses of Parliament appointed in 1908 to consider the Poisons and Pharmacy Bill; and his intimate knowledge of Irish pharmacy law was of valuable service to the Society when the constitution of the Irish Free State was under discussion. In recent years he assisted the Council of the Society in drafting a Pharmacy Bill for consideration by the Government of the Free State.

NEWTON.—At Linchurst, Ashton-under-Lyne, on November 6, Mr. George Harry Newton, chemist and druggist, aged seventy-eight. Mr. Newton carried on business at Waterloo for upwards of fifty years.

PARSONS.—At Axminster, recently, Mr. Henry Imber Parsons, chemist and druggist, aged sixty-eight. Mr. Parsons was in business at Axminster for forty years. He was a P.M. of the Lodge Virtue and Honour, and was well known locally as a vocalist.

REID.—At Kingston-on-Thames Infirmary, on November 18, Mr. Walter Francis Reid, F.I.C., Fieldside, Addlestone. Mr. Reid was president of the Society of Chemical Industry in 1910-11, and had been a governor of the National Physical Laboratory. His name was chiefly associated with modern developments in the manufacture of smokeless powder; in addition, he was a versatile chemist, and successfully investigated such widely differing subjects as the silvering of mirrors, the manufacture of linoleum and the production of honey.

SIMPSON.—In the Victoria Infirmary, Glasgow, on November 3, as the result of burns, Mr. John Templeton Simpson, chemist and druggist, 31 Kingsbridge Drive, King's Park, aged forty-seven.

TALINTYRE.—At 61 St. Andrew's Avenue, Ashton-on-Ribble, on November 10, Ellen Sunley, the beloved wife of Mr. W. J. Talintyre, chemist and druggist.

Personalities

MR. R. W. WILLIAMS. chemist and druggist, Dolgelly, recently celebrated his ninetieth birthday.

MR. E. J. DOBSON. J.P., chemist and druggist, Deal, has been appointed an acting justice for the borough, under the Lunacy and Mental Deficiency Acts.

NOTICE is given in "The London Gazette" that Philip Figdor, 23 Harley Street, London, W.1, medical practitioner, has assumed the name of Philip Figdor Ashton.

CAPTAIN AUSTIN U. M. HUDSON, M.P., a director of Morgan Brothers (Publishers), Ltd., proprietors of THE CHEMIST AND DRUGGIST, has been appointed a Lord Commissioner of the Treasury.

Wills

MR. JAMES NETHERY, Scotch Street, Dungannon, Co. Tyrone, pharmaceutical chemist, who died on May 10 last, left personal estate in Great Britain and Northern Ireland valued at £2,458.

MR. ALFRED WILLIAM ASHCROFT, 112 Aigburth Road, Liverpool, chemist and druggist, who died on August 19 last, aged fifty-five, left estate of the gross value of £3,708, with net personality £2,217.

MR. JOSEPH BRINDLE WHEWELL, Grosvenor Mount, Hamilton Road, Whitefield, Lancs, manufacturing chemist, who died on September 3 last, left £44,643, with net personality £44,517 17s. 6d.

MR. WILLIAM GEORGE WELLS, Orchard House, Orchard Street, Maidstone, chemist and druggist, who died on September 11 last, aged seventy-one, left estate of the gross value of £4,891, with net personality £443.

MR. WILLIAM ALLEN WHARRAM, The Oaks, Rossington Bridge, near Doncaster, Yorks, founder and managing director of W. A. Wharram, Ltd., wholesale and manufacturing chemists, Lady Lane, Leeds, who died on June 8 last aged 61, left estate of the gross value of £35,588, with net personality £24,929.

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CHEMIST AND DRUGGIST

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"Known, Admitted and Approved"

THE case of the Attorney-General v. Lewis & Burrows, Ltd., reported on pp. 586-587 of THE CHEMIST AND DRUGGIST of November 14, and on pp. 614-616 of our present issue, raises points of great importance to chemists and druggists generally. These are involved in the question: When does a medicine sold by a duly qualified chemist escape liability to patent-medicine-stamp duty because it falls within the exemption granted by the Medicine Stamp Act, 1812, to "known, admitted and approved" remedies for ailments? Commenting on the judgment with the reserve naturally imposed by the fact that it may be the subject of an appeal to a higher court, something may usefully be said as to the relation of the judgment to the practice commonly followed by chemists retailing medicines of this kind. It is satisfactory to note that the judgment of Mr. Justice Rowlatt confirms in detail what had been acted upon as the law for more than a quarter of a century. In the case of Farmer v. Glyn-Jones, decided in 1903, it was laid down that the fact that a retail chemist sold a medicine the composition of which was indicated by a reference on the label of its container to the B.P. entitled it to be classed as "known, admitted and approved" within the meaning of the exemption allowed by the Act of 1812.

Books of Reference

The inference from the reference to the B.P. was, of course, only typical of how the character and composition of a medicine could be established. The revenue authorities expressed their readiness to regard other established books of reference used by chemists in the same light. In the course of the year 1903 this was officially notified to the then Editor of THE CHEMIST AND DRUGGIST by the Commissioners of Inland Revenue, in a letter dated July 31, which conceded the fact that "Pharmaceutical Formulas" would be recognised by them as such a book. The law and practice as thus defined has now been further declared by Mr. Justice Rowlatt. It was only because the facts in the present case did not in the view of the Judge bring it within the rule laid down in Farmer v. Glyn-Jones that the defendants were held to be liable to the penalty. It was not proved to his satisfaction by evidence submitted that the article sold was a "known, admitted and approved" remedy for an ailment. And when the formula referred to in "Pharmaceutical Formulas" was examined it was found to bear a different name from that under which the article was sold. Chemists and druggists have reason to welcome this authoritative statement of the law. Its implications go much beyond what may appear on the surface. In any event we must cordially re-echo the words of Mr. Justice Rowlatt that "it is high time this mass of confused, obsolete verbiage comprised in these Acts should be re-cast."

The Anti-Dumping Bill

THE Abnormal Importations (Customs Duties) Bill introduced in the House of Commons on Tuesday by the President of the Board of Trade (see page 628), is unique in many respects. Its scope covers the very large majority of our total imports, excluding foodstuffs; in operation it will be drastic and immediate. To the Board of Trade it gives powers that in ordinary circumstances would be considered most undesirable; antipathy to unbridled bureaucratic control and power is a trait in our national character which may be temporarily subdued by the extenuating circumstances of the present national crisis. The department will, where it deems necessary, impose forthwith a duty on imports of any class of semi-manufactured and manufactured goods, solely on the ground that recent imports of such goods have been abnormal. The responsibility that rests with the department needs no emphasising. We have confidence that the one and only object of this urgent legislation will be rigidly adhered to and that it will be operated with due discretion by the President of the Board of Trade. A deaf ear must be turned to the demands of the ardent protectionist and no less to the pleas of the confirmed free trader. For in truth this measure is a national necessity and is quite distinct from the hackneyed problem of tariffs. The Government having decided to investigate the whole field of tariffs, it is, of course, essential that, while the necessary inquiries are being held, some machinery of a temporary character should be set up to ensure that grave injury is not inflicted on industry generally in the meantime.

Immediate Action

The first abnormal import duty orders are promised early next week, and they will no doubt be a fairly reliable guide as to eventual developments and the particular classes of goods that are likely to be the subject of official action. The lack of detailed statistics of imports of chemicals is notorious. The following figures of total imports of chemicals, drugs, dyes and colours for the first nine months of the years mentioned are of interest: 1929, £12,169,759; 1930, £10,318,639; and 1931, £9,226,947. In each nine months the re-exports were approximately £735,000. For the same period of the years given the excess of exports of these products of home production over imports was several million £. This satisfactory position does not unfortunately arise in many other industries, and it is more to those which have considerable adverse balances that we look for drastic action to be taken. We have in mind such classes of goods as, for instance, fabric gloves, hosiery and lace, cutlery, wrapping paper, cheap fancy goods, textiles, metal and wood articles of certain descriptions, to mention but a few. Nevertheless, the Board of Trade will carefully scrutinise the records of imports of all classes of merchandise, and will watch future landings, ready to stop any attempt at loading-up this market with stocks to an extent that would be detrimental to the nation and to the industries concerned. Without complete details of recent imports of chemicals and allied products, it is impossible to form an opinion as to whether any of these products may be affected; they, like all the other classes of merchandise covered by the Bill, will be dealt with solely on the facts in the possession of the department. With the threat of the gates being rushed and the field of industry being over-run, the Government has, in effect, ordered that an orderly queue shall be formed to pass through a controlled barrier until such time as the home pitch has been properly fenced in.

Food and Drugs Regulations in New South Wales

NEW regulations under the law relating to the manufacture and distribution of food and drugs in New South Wales were published from the office of the Minister of Health on July 17. The following are extracts from the sections of interest to the drug trade:—

INFANTS' FOOD

(3) Any infants' food sold as suitable for infants under the age of six months, when prepared for use in accordance with the directions for an infant aged one month, shall contain not less than two and one-tenth parts per centum of fat, and not less than four parts per centum of lactose, or other water soluble carbohydrate.

(4) There shall be legibly and prominently written in the label attached to every package of infants' food packed or enclosed for sale—

(a) The date when the food was packed.

(b) A statement of the source or sources of the proteins and fats, and of the nature of the carbohydrates present.

(c) A statement showing the food value, expressed as calories, contained in the quantity of prepared food recommended to be given per day at the age of one month; and a statement of the average number of calories required per day by an infant aged one month, which for the purposes of this Regulation shall be taken as 400 calories.

(g) Exact directions as to the method of preparing the food, such directions to include a statement of the weight corresponding to the measure of the amount of food directed to be used in the preparation.

(h) A statement of the average amount of prepared food to be given to an infant at one time, and the number of times such amount is to be given per day; such statement to be given for each month of age up to six months.

MALT EXTRACT, ETC.

(2) Malt extract . . . shall contain not less than seventy parts per centum of the total solids derived wholly from malt. Its diastasic power shall be such that one hundred grains of the extract will in thirty minutes, at a temperature of 40 deg. C., convert two hundred and fifty grains of pure anhydrous potato starch into an equivalent amount of maltose, as estimated by the Harrison-Gair method.

(4) Liquid malt extract shall contain not less than fifty parts per centum of solids wholly derived from malt. It shall possess diastasic power corresponding to that of malt extract.

(5) Malt extract and cod-liver oil is an emulsion composed of malt extract and cod-liver oil. The proportion of cod-liver oil present shall be not less than fifteen parts per centum by weight. The proportions of the ingredients present shall be declared on the label in bold-faced sans-serif capital letters of not less than six points face measurement. . . .

ESSENCES

(1) Essences are preparations of wholesome flavouring substances in ethylic alcohol, or in water, or in both, or in some other harmless vehicle, with or without permitted colouring matter.

(2) Oil of lemon . . . shall have a specific gravity at 15.5 deg. C. of not less than 0.854 nor more than 0.862; it shall have an optical rotation at 20 deg. C. of not less than + 56 deg. nor more than + 65 deg.; it shall have a refractive index at 25 deg. C. of not less than 1.470 and not more than 1.480; and it shall contain not less than 3.5 per centum of aldehydes calculated at citral ($C_{10}H_{16}O$).

(7) Vanilla essence is an alcoholic extract of vanilla. It shall contain not less than fifty parts per centum by volume of alcohol and not less than one-tenth of one part per centum of vanillin. It shall not contain foreign colouring matter or any foreign substance except sugar. It shall contain two and one-tenth grammes of total solids other than sugar in 100 cubic centimetres. It shall have a lead number of not less than 0.55 as determined by Wichmann's method.

DEFINITION OF MEDICATED WINE

(1) Unless otherwise standardised in these Regulations, medicated wine is wine to which any drug included in the

British Pharmacopœia or British Pharmaceutical Codex has been added, and the drug shall be present in such proportion that each fluid ounce of wine shall contain not less than the minimum dose of such drug as stated in the said pharmacopœia or codex.

(2) There shall be written in the label attached to every package containing medicated wine as defined in clause (1) of this Regulation, and in the label attached to every package of meat wine, malt wine, and mixed medicated wine, as hereinafter defined:—

(a) The words, "Medicated Wine" in bold-faced sans-serif capital letters of not less than eighteen points face measurement.

(b) The name in English of the drug or drugs, or substance with which such wine is medicated.

(c) The quantity of the wine to be taken for a dose.

(d) The percentage of alcohol by volume present in the wine, and

(e) The words, "This Preparation is to be Used as a Medicine Only," in bold-faced sans-serif capital letters of not less than twelve points face measurement.

QUININE TONIC WINE

(1) Quinine tonic wine is wine containing quinine or a compound of quinine (calculated as quinino hydrochloride) in proportion of not less than five and not more than twenty grains per pint.

(2) There shall be written in the label attached to every package of quinine tonic wine a statement, in bold-faced sans-serif capital letters of not less than eight points face measurement, of the proportion of quinine contained therein, in the following form:—This quinine wine contains (here insert the number of grains) grains of quinine per pint. It does not conform with the standard fixed by the British Pharmacopœia.

DRUGS

(1) Drugs which are included in the latest edition with amendments of the British Pharmacopœia and British Pharmaceutical Codex shall conform with the descriptions and tests respectively prescribed for them in the said Pharmacopœia and Pharmaceutical Codex, unless otherwise standardised in these regulations, or in any Act in force, or in regulations made thereunder.

Provided that in any preparation intended solely for external use, where olive oil or arachis oil is indicated in the British Pharmacopœia or British Pharmaceutical Codex, cotton seed oil may be used in lieu thereof, except where otherwise provided in these regulations.

Provided that in a preparation where wine is used as specified in the British Pharmacopœia or British Pharmaceutical Codex, it shall not be deemed to be adulterated in so far as it is compounded with wine, as already defined in these regulations, of Australian origin, containing not less than twenty-eight parts per centum of proof spirit.

(2) The following drugs are hereby exempted from so much of the provisions of the regulations as require that they shall be compounded with alcohol, and the said drugs shall not be deemed to be adulterated in so far as they are compounded with an equivalent proportion of a methylated spirit free from pyridine:—

Linimentum aconiti	Linimentum aconiti compositum
Linimentum belladonnae	Linimentum capsici
Linimentum camphorae ammoniatum	Tinctura iodi fortis
Linimentum crotonis	Liniments prepared specially for the eradication of pediculi, and labelled accordingly
Linimentum opii	
Linimentum saponis	
Linimentum sinapis	

and such others as may from time to time be provided for by regulations issued by the Minister for Trade and Customs under the Commonwealth Spirits Act for the time being in force.

(3) No drug shall be deemed to be a preparation of chloroform, provided it contains not more than one-fourth of one part per centum of chloroform.

(4) A drug bearing a name recognised in the latest edition of the British Pharmaceutical Codex which does not conform to the description and tests prescribed in the

said Codex, and which is not standardised in the Act or in the regulations, shall not on that account be deemed to be adulterated, provided—

(a) Its standard of strength, quality or purity is declared in the label.

(b) It conforms to such declared standard.

(c) The label bears a statement on sans-serif capital letters of not less than twelve points face measurement, in the following form:—(Here insert the name of the drug) Not in accordance with the British Pharmaceutical Codex.

EDIBLE FATS AND OILS

(3) Olive oil . . . shall have a specific gravity of from 0.913 to 0.919 at a temperature of 60 deg. F., a refractive index of from 1.4650 to 1.4720 at a temperature of 77 deg. F., a saponification value of from 185 to 196, and an iodine value of from 79 to 90. It shall contain not more than three parts per centum of free fatty acids, calculated as oleic acid, and shall otherwise conform to the general standard for edible fats and oils. It shall not contain any other oil.

(5) There shall not be written on or attached to any package containing any edible oil for sale which does not conform with the standard for olive oil and with the general standard for edible oils and fats, the word "olive," or the word "Lucca," or the words "sublime salad," or the word "virgin," or any expression which resembles or suggests the said words or any of them.

EUCALYPTUS OIL

Eucalyptus oil prepared for internal use or inhalation by man is the essential oil distilled from the leaves of one or more species of eucalyptus. It shall conform to the standard contained in the British Pharmacopœia.

SOAP

(1) Soap . . . shall contain not less than fifty-nine parts per centum of fatty acids, of which not more than one-third may be resin acids. It shall contain not more than one-tenth of one part per centum of free caustic alkali, and not more than three parts per centum of carbonate of

soda. It shall not contain any other substance except water, perfume, and harmless colouring matter.

(4) Medicated soap is soap which conforms with the general standard for soap mixed with a drug of recognised therapeutic properties, or with a disinfectant.

(6) Castile soap shall be a soap prepared by the action of sodium hydroxide on olive oil. It shall conform to the general standard for soap.

(7) Carbolic soap shall conform with the general standard for soap, and shall contain not less than three parts per centum of carbolic acid or its homologues.

(10) (a) All toilet soaps, shaving sticks, shaving cakes, or other solids purporting to be suitable for toilet or shaving shall conform with the general standard for soap.

(b) This regulation shall not apply to liquid soap for use in lavatory toilet fittings.

PROHIBITED COLOURINGS

The addition of any of the following substances to an article of food is prohibited, except in the cases in which such addition is specifically authorised by these regulations:—Arsenic, antimony, barium, chromium, cobalt, nickel, copper, iron, lead, manganese, mercury, tin, zinc, gamboge, picric acid, and any harmful substance.

1. The words "Disinfectant" and "Germicide" shall each mean any substance or compound which in any label or statement accompanying it is said to be capable of killing the germs of disease;

The words "Antiseptic" and "Preservative" shall each mean any substance or compound which in any label or statement accompanying it is said to be capable of preventing the development of germs and the decomposition of animal or vegetable substances; and

The word "Deodorant" shall mean any substance or compound which in any label or statement accompanying it is said to be capable of preventing, neutralising, or destroying offensive odours.

Other sections of the Regulations deal with invalid foods, confectionery, declaration of certain drugs, methylated spirit, disinfectants, germicides, antiseptics and deodorants. It is understood that the regulations took effect from the date of issue (July 17).

North Irish Pharmacists' Association

THE annual meeting of the North Irish Pharmacists' Association was held on November 11 in the Grand Central Hotel, Belfast, the outgoing president (Mr. W. J. Hardy) in the chair. There was a fair attendance.

ANNUAL REPORT AND FINANCIAL STATEMENT

Mr. JAMES DUNDEE (secretary) read the report of the Committee. The principal items are as follows:—

The membership has been well maintained. There are at present 289 members, including fifty-one direct N.I.P.A. subscribers. A second edition of the hospitals' pharmacopœia was published during the year, with one or two alterations. A special effort was made to have the book adopted officially as the standard for National Health Insurance prescribing, but the Medical Committee decided in favour of the more detailed Formulary.

Your Committee considered the general insurance scheme for dispensers and were in communication with London, but it was found impracticable to arrange a satisfactory scheme. The balance of the Templeton Memorial Fund (collected for the widow of the late Mr. Samuel Templeton) has been paid over, and in acknowledging the payment Mrs. Templeton expressed her gratitude to Mr. Templeton's old pupils. Following the statement at the last annual meeting, your Committee has made arrangements with Messrs. Hamill, Davison and Wilson to act for members when occasion arises. Your Committee is collecting information with regard to the sales of poisons by unregistered persons with a view to making representations to the authorities. On the completion of N.H.I. arrangements your Executive appointed a subcommittee with full powers to carry through an amalgamation agreement. It is to be regretted that their efforts were unsuccessful.

Your representative on the Medical Benefit Council succeeded in putting chemists on the same footing as doctors in regard to unreasonable demands by insurance patients, and a penalty has been fixed. The details of the drug testing scheme have been gone into and a satisfactory

basis arrived at. The pricing of 10 per cent. of the N.H.I. prescriptions is checked every month before the accounts are sent out; the amount of error has been found infinitesimal. The discounting of prescriptions by 7 per cent. in connection with the economy cut has been again considered, and your Committee is pleased to announce that the new figure will be 6.3 per cent. The Government has decided to reappoint the present members of all National Health Insurance Committees for the year 1931-32. It is pleasing to be able to report that the confidence placed by the Ministry of Labour in your Committee, to which attention was drawn last year, still continues. It was gratifying to hear the statement made by Mr. Ellwood, Ministry of Labour, that no complaints had been received with regard to chemists in connection with National Health Insurance during the year.

Mr. DUNDEE also submitted the financial statement, which was of a satisfactory nature.

PRESIDENT'S ADDRESS

The PRESIDENT, who moved the adoption of the reports, said they were merely epitomised accounts of the work accomplished for the year. An examination of the activities of the Executive Committee showed that the varied interests of pharmacists had been well served. The most important part of the report centred round National Health Insurance, and it should be borne in mind that the Ministry of Labour recognised their Association, and theirs alone, as representative of pharmaceutical chemists in all matters of medical benefit administration. The local committees which had been appointed at last year's meeting were now all functioning. It had been arranged that for a first offence under the testing scheme a chemist would be reprimanded, but, in the event of a second offence, his name would be removed from the panel of chemists. The emergency cut required no comments from him. The voluntary

levy had provided them with a good balance, and they had been enabled to reduce it to 1d. He was sorry that the amalgamation efforts had not been successful. He hoped, however, that amalgamation would not be long delayed. Mr. Hardy concluded by paying a tribute to the work of Mr. Dundee, the secretary, which was all of a voluntary nature.

DISCUSSION

Mr. H. TODD, in seconding the adoption of the reports, said that the balance sheet was most satisfactory. The secretary had done a great amount of work, and they all appreciated his services.

Mr. S. S. BADGER said the report was excellent. He wished to join in the tribute to the work that Mr. Dundee had done.

Mr. S. J. HUDSON asked how members of the Association had come to nominate candidates at the election other than those agreed to at the meeting of the Association.

Mr. BADGER said he had fully explained that matter at the annual meeting of the Pharmaceutical Council. He did not think a meeting with eighteen members present was the proper body to select candidates, and he still thought so. In putting Mr. McCann forward he was putting a candidate against himself. Co. Antrim was entitled to a representative, and when the Council was formed the Government gave it a representative. Every county should have a representative, as far as possible, and if anyone had a right to select candidates it was the county committees. He had no apology to make for his action.

Mr. J. McDOWELL said that the meeting of the Association was the proper place for Mr. Badger to have proposed Mr. McCann. The man from Lurgan who had been turned down was a most consistent attender at their meetings. Mr. Badger came in four years ago under the cloak of the Association.

Mr. BADGER: I beg your pardon. I never came up under the cloak of anyone.

Mr. McDOWELL, proceeding, said it was not true any member of the Association knew how much was deducted under N.H.I.

Mr. TODD thought it was too drastic that for a second offence a chemist should be struck off the panel.

Several members complained of doctors giving medicines and pills to National Health Insurance patients.

The PRESIDENT said he would be glad to have full information in such cases.

Mr. ADAMS said that doctors had only been surcharged for grave offences.

The SECRETARY said that doctors who dispensed for patients within the two-mile limit would not be paid for it.

Mr. ROBERTS said that sometimes patients went back to the doctor before the time for renewal, and to keep them quiet he gave them something free.

The PRESIDENT, in putting the motion, said that the discussion had been a very healthy one.

The report and statement of accounts were adopted.

MEMBERS OF COUNCIL AS EXAMINERS

Mr. ADAMS moved "That this Association considers that a member of the Pharmaceutical Council should not hold a paid position under that Council, as such a condition of affairs is abnormal and not consistent with the status of a councillor."

Mr. McDOWELL asked if the motion was in order, and the president ruled that it was.

Mr. ADAMS said that the resolution applied to two members of the Council to whom he had no objection either as councillors or examiners. The dual position was not allowed on any public body.

Mr. CROSSIN seconded the resolution.

Mr. BADGER agreed with the resolution if it was confined to elected members. They had nothing to do with nominated representatives and had no control over them. The PRESIDENT said they were dealing only with the Society's examiners and not with the Special Board, which would go out of existence after June.

Mr. McDOWELL held that no councillor should be an examiner.

Mr. TODD said Mr. Adams wanted to condemn the principle of councillors being examiners, whether they were appointed by the Government or not.

Mr. ADAMS said it was purely on the broad principle he objected.

The PRESIDENT expressed sympathy with the resolution, but reminded the meeting that the Pharmaceutical Society was only six years old, and it was necessary at the beginning to draw on members of the Council as examiners.

The resolution was passed by seventeen votes to three, and it was directed that it be sent to the Pharmaceutical Council.

ELECTION OF OFFICERS AND COMMITTEE

Mr. HARDY announced that Mr. J. E. Connor (vice-president of the Association), who was now president of the Pharmaceutical Society of Northern Ireland, had intimated he could not take both positions. The Executive recommended the appointment of Mr. John Adams, who had great experience of pharmacy matters, both in the Council of the Dublin Society and in the Ulster Retail Drug Trade Association.

Mr. BADGER seconded the motion, which was passed by acclamation.

Mr. ADAMS took the chair, and said he would do his best to carry on the work of the Association during the coming year.

On the motion of Mr. ADAMS, supported by Mr. McDowell, Mr. Charles O'Hare (Newry) was elected vice-president.

Mr. EDWARDS moved the re-election of Mr. James Dundee as secretary and treasurer for the coming year. This was agreed to unanimously.

Mr. D. HENDERSON and Mr. R. GUILER were re-elected auditors.

Mr. DUNDEE returned thanks, stating he had still hope that some kind of amalgamation would be realised this year.

On the motion of Mr. DUNDEE, seconded by Mr. FERGUSON, the following Committee was appointed:—Messrs. J. E. Connor, W. J. Hardy, J. C. Culbert, James Dundee, S. McLoughlin, S. J. Hudson, H. F. Moore, H. Crossin, James McDowell, John McDowell, A. Steede, John McGregor, H. Andrew, A. Wilson, J. M. Poots, J. Hall, H. Todd, A. C. McBride, G. A. Wray, R. F. McCartney, John Adams and Chas. O'Hare.

OTHER BUSINESS

The PRESIDENT appealed for better attendances at the meetings.

Mr. ROBERTS raised the question of delivering medicines to N.H.I. patients, which had been condemned in Mr. Culbert's letter.

Mr. HUDSON said that when message boys were passing a house repeatedly it was ridiculous to suggest they could not deliver a bottle for a N.H.I. case.

Mr. ADAMS thought the practice should not be encouraged, although there were times when they should be allowed a little latitude.

Mr. J. McDowell asked when they might expect a new issue of the calendar.

Mr. KIRKPATRICK said that when the last of the modified examinations was over next June they would have a new issue.

Discussion took place on the question of prices, and the PRESIDENT said he would have the matter brought up at an early meeting of the Committee.

COMPANIES DISSOLVED.—Notice has been given in "The London Gazette" that the names of the undermentioned companies have been struck off the register and the companies dissolved:—Cobden Chemical Co., Ltd.; La Grande Parfumerie, Ltd.; Oriental Drug and Supply Co. (Clitheroe), Ltd.; Plytol Chemical Co., Ltd.; Scientific Preparations, Ltd.; Silver Drug Supply Co., Ltd.; Ulster Brick and Chemical Co., Ltd.; Zeta Drug Co., Ltd.

Prescription Problem

The Editor will be glad of the loan of original prescriptions for this column, together with the correct transcription.

THE prescription reproduced in facsimile in our issue of October 31 (p. 541) proved to be more difficult than we expected. The correct transcription is as follows:—

T[r.] bellad.	...	...	...	3j
pot. citrat.	...	...	...	3j
T[r.] hyos.	...	...	...	3j
A[q. ad]	...	...	...	3vij
3ss	4	[hourly]		

The competitors were divided in their reading of the last ingredient. Apart from a few who wandered off to "Aq. chlor." or something else, the majority favoured "Aq."; we have allowed this as an alternative to our own reading, as the prescriber may have intended to write a conventional "Aq." rather than an "A." Of the nineteen prize-winners, only four had "A."

A curious feature of the transcriptions is that nearly half of them had one or more wrong ingredients. A few—a very few—had three wrong ingredients. The first item was sometimes taken for tr. scillæ, hexamine, powdered alum, "Hcl. Conc.," or sodium carbonate; the second for pot. chlorat., lith. citrat., spir. chlorof., pot. iodid., vin. colch., bis. carbonat., spt. aeth. nit., infus. calumbæ, pot. bicarb., syr. or liq. tolut., liq. edist. [?], ext. glycy. l., kali brom., lig. [? liq.] calumbæ, liq. morph., or sod. citrat.; and the third for tr. (or syr.) zingb., syrupus, tinct. nucis vom. (3j. or 3ss.), tinct. myrrhae, inf. gent., glycerin, thymol, or inf. senegæ.

Turning to the majority giving the right ingredients, about 17 per cent. had 3ss. as the quantity of the tincture of hyoscyamus. This, especially in view of the fact that the mixture contains tincture of belladonna also, was an error on the safe side. Passing to those the quantities in which were all correct, one-third had to be rejected as containing no dose or a wrong dose; one of them had for directions initials that look like "s. u. e. t."—a prescription problem in itself. Continuing our process of elimination we arrive at the considerable number having the correct ingredients, quantities and dose. In view of the difficulty of determining whether 3ss. or 3j. was intended by the prescriber, we find the number in this class unexpectedly high; as the cards come from all parts of the United Kingdom and from the Irish Free State it is not likely that many of these competitors are familiar with the handwriting. Unfortunately most of them break down at the last fence but one, the time interval. At the final stage we have had to put aside nine who did not decide on the correct ending for the directions.

The first in (equal) order of merit are the following, each of whom is awarded 10s. 6d. for a reading only two points removed from complete accuracy:—

Mr. S. Hill, 68 Poulton Street, Kirkham, Lancashire
Miss Ann C. Murphy, 173 High Street West, Glossop
Mr. M. Vites, 306 Kirkstall Road, Leeds

The following have each lost three points, and to each a prize of 7s. 6d. is awarded:—

Miss Lucy Cuthbertson, Ancoats Hospital, Mill Street, Manchester

Mr. S. Gafan, 11 Crofts Bank Road, Urmston
Mr. Arthur T. Rutherford, Newbiggin-by-the-Sea
Mr. F. Shewell, 11-13 North Street, Keighley

To each of the following, who show a deficiency of four points, a prize of 5s. is awarded:—

Mr. R. Arthur, 120 Duke Street, Birkenhead
Mr. H. Clark, 96 Princess Road, Moss Side, Manchester
Mr. A. W. Humphreys, 61 Wood End Lane, Erdington, Birmingham
Mr. H. Steinman, 161 Bury New Road, Manchester
—, c/o C. S. Ashton & Co., 46 Dyke Road, Brighton

Lastly, a prize of 2s. 6d. is awarded to each of the following, whose deficiency is five points in each case:—
Mr. S. Denkinson, 41 Leopold Street, Chaptown Road, Leeds
Miss Mary Lawrie, 313B East Mairyhall Street, Coatbridge

Mr. W. C. Mellor, 25 Belgrave Road, Seaforth, Liverpool

"L. N.," c/o Corfe & Son, Ltd., Maidstone

Mr. J. H. Needham, 210 Tipping Street, Ardwick, Manchester

Mr. Sydney S. Parker, 352 Coldharbour Lane, London, S.W.9

Mr. L. G. Russell, 46 Dyke Road, Brighton

We shall be glad if all future competitors will append their names to their transcriptions: failure to do so may entail unwanted correspondence.

Notes on Books

Biochemistry

A simple presentation is given in a book by T. R. Parsons, M.A., B.Sc., entitled "The Materials of Life" (Routledge, 10s. 6d.), of the constituents of the body and its needs for food, the process of digestion, and the utilisation of food material for the production of energy and building up of tissues. The disorders that are liable to arise if the diet lacks essential constituents are mentioned, and chapter XIII is devoted to what might be called chemical derangements of the body, e.g., diabetes. To compress into 288 pages the whole of the science of biochemistry would be an impossibility, but what the author has done should enable an ordinarily intelligent reader to follow the story of biochemical research with interest

Two Volumes

issued by Jonathan Cape (30 Bedford Square, London, W.C.1: 42s.), under the title "A Modern Herbal," comprise 888 pages of attractive reading on British and foreign herbs used for medicinal and other purposes. The author is Mrs. M. Grieve, F.R.H.S., who is well known as an authority on herb cultivation, and an introduction is contributed by Mrs. C. F. Leyel. The scope of the book is comprehensive; the monograph on each plant includes synonyms, characters, uses, preparations and adulterants, together with historical and legendary information indicating wide study. The sources drawn upon comprise Gerard, Parkinson, Sir Thomas Browne, current journals such as THE CHEMIST AND DRUGGIST and "The Lancet," and, as befits a herbal compendium, Culpeper. The numerous illustrations are well printed, and the general arrangement of the subject-matter is excellent.

THE PRACTICAL HINTS

on the growing of such plants as lavender and peppermint are likely to find a wide circle of appreciative readers, especially such as possess gardens but are not sure of the practicability of rearing many of the herbs that they would like to include in their schemes. (In this connection it may be mentioned that the section on roses extends to eleven pages.) For most people the chief pleasure in reading these volumes will probably be found in the curious folk-lore that they contain, throwing light on many interesting survivals. Nursery rhymes, the making of herb beers and jams, an extemporised cure for a nettle sting and the preparation of pot-pourri are among the good things lavishly provided. A few slips and misprints, not in themselves of very serious importance, will no doubt receive attention in the next edition. The British Pharmacopœia does not at present contain, as the author thinks it does, a syrup of figs, nor is the lavender water made with brandy and intended for dilution with water before use an impressive product—though it might, in an emergency, serve for internal use. The large number of people, however, who are attracted by the subject of Mrs. Grieve's book need not hesitate to make themselves acquainted with her well-informed and sympathetic presentation.

Association Meetings

Edinburgh.—The opening meeting of the fifty-fourth session of the Edinburgh Chemists', Assistants', and Apprentices' Association took place on November 11, Mr. Gordon Perrins (vice-president) in the chair. Mr. David R. Kay (secretary) submitted the report on the summer session, which had been highly successful, the various botanical rambles having been well attended, and thanks were recorded to those who had conducted the excursions. The secretary also submitted the report on the prize examinations, which had been well contested. Mr. Archibald Currie (member of the Executive of the North British Branch) presented the prizes, congratulating the candidates and expressing a hope that they would have a successful career and also reminding unsuccessful candidates that the work itself was of practical value. On the motion of Mr. Stout, a vote of thanks was awarded to Mr. Currie and also to the donors of prizes. The president (Mr. J. J. Blackie) then gave his opening address, taking as his subject *Pharmacopæias: Past and Present*. Mr. Blackie gave an interesting historical summary of the evolution of pharmacopæias up to the present time. It seemed probable, he said, that the new pharmacopœia would further damp the enthusiasm of a number of pharmacists. Comparing the early editions of the British Pharmacopœia with the present volume, one saw that the latter had not now its former place in the everyday work of the pharmacy. For the apprentice, the pharmacopœia was a text-book which he used at classes. He crammed up in a few months or weeks much of its contents for examination purposes and forgot much of such knowledge in a shorter space of time. On the motion of Dr. J. Tait, a cordial vote of thanks was awarded to the president.

Liverpool.—A meeting of the Liverpool Chemists' Association was held on November 11. Mr. L. Moreton Parry, the outgoing president, proposed as his successor for the coming year Mr. H. Humphreys Jones, F.I.C., Ph.C., who had previously occupied the presidential chair and whose nomination for formal election in January had the unanimous support of the Council. Mr. John Rae (secretary) seconded the proposal, which was adopted unanimously. Lectures on *Continental Tours* were given by Mr. George L. Clubb and Mr. Alec Rae, the former describing a motor trip through France, Italy and Switzerland, and the latter a visit to Vienna.

Festivities

Staff Function

THE wholesale and retail staffs of Clay & Abraham, Ltd., Liverpool, held a dance on November 10. The guests numbered 140, and dancing continued until midnight. Among those present were Mr. R. C. De Zouche (chairman of the company) and Mrs. De Zouche, Mr. John Fell (joint managing director) and Mrs. Fell, Mr. B. Irving and Mr. John Rae (directors). Mr. Holt (manager of one of the firm's branches) ably carried out the duties of M.C.

Cheltenham Dinner

MEMBERS of the Cheltenham Branch of the Pharmaceutical Society held a successful dinner at the Town Hall on November 13. The company numbered 500, and included the Mayor of Cheltenham (Alderman P. P. Taylor). The hall was gaily decorated for the occasion and the music was supplied by Marius Winter's band, which came direct from filming operations at Elstree. An exhibition of ballroom dancing was given by Peter and Peggy Dighton. The dance floor was in charge of Messrs. J. Lovell Goulder and F. H. K. Wild. The proceeds, after payment of expenses, will be given to the Society's Benevolent Fund.

Retail Pharmacists' Union

Branch Meetings

Bradford.—The winter session of the Bradford Branch of the Retail Pharmacists' Union was opened on November 3. The meeting was attended by members from Leeds and Keighley. Mr. A. T. Bailes (chairman of the Branch) presided, and the speakers were Messrs. W. H. Clubb (chairman of the Executive) and Mr. G. A. Mallinson (secretary of the R.P.U.). The speakers reviewed recent events in pharmacy, and urged that although the Pharmacy and Poisons Bill had been dropped because of the change of Government, there was every reason to expect that it would reappear sooner or later. With regard to economy "cuts" in N.H.I. funds, the speakers said the R.P.U. had accepted these without serious demur, in the national interest, on learning that the Ministry was cutting because of the national emergency. Mr. H. Gillegan (ex-chairman of the R.P.U.) addressed the meeting, and an interesting discussion followed.

Manchester.—A meeting of the Manchester and District Branch was held on November 11. There was a representative attendance. Mr. John Cleworth (chairman of the Branch) opened the meeting. Mr. Cleworth said he was pleased to welcome not only the chairman of the Union Executive (Mr. Clubb) and the secretary (Mr. Mallinson), but also the three R.P.U. representatives of the North-Western area (Messrs. Clubb, Hardy and Scholes). Under these conditions Mr. Cleworth said he would ask Mr. Clubb to accept the chair in honour of the occasion of his visit. Mr. Clubb then occupied the chair. The chairman said that Mr. Mallinson was so well known in Manchester that it would be invidious to dwell on his virtues. Mr. Mallinson, who received an ovation on rising, said he appreciated the manner in which they had received him; he was always pleased to come to Manchester. Regarding the scheme of local correspondents, this, as yet, had not met with the success that it deserved, or they had anticipated, but like all new schemes it would naturally take time to bring to fruition. He appealed for the full support of the members of the R.P.U. branches. The chairman of the area must have the full support of the members, or the scheme as outlined would not yield the results they anticipated. If they succeeded it would be worth while, for, besides making for more democratic control, it would give the Executive that help which always arises from closer co-operation. Regarding the Pharmacy and Poisons Bill, he outlined what had taken place, and gave many interesting details of the part the R.P.U. Executive had played in the vast amount of work in connection with the measure. The R.P.U. Executive, he said, had every reason to be satisfied with what they had done. Mr. Mallinson dealt with other spheres of activity connected with the R.P.U. At the conclusion of his address Mr. Mallinson answered many questions, the following taking part in the discussions:—Messrs. Taylor (Accrington), Simmons (Salford), Newby (Oldham), Thorpe, Lewis, Haines and Nidd (Manchester). Mr. Cleworth moved a very hearty vote of thanks to Mr. Mallinson for his interesting address.

Sheffield.—A district meeting of members of the Retail Pharmacists' Union was held on November 11. On the motion of Mr. H. G. Williams (Sheffield), Mr. H. Gillegan (Leeds), was elected to the chair. The meeting included members from Barnsley, Doncaster, Maltby, Parkgate, Rotherham, Sheffield, and Wath-on-Dearne. The chairman called upon Mr. G. A. Mallinson (secretary of the R.P.U.) to address the meeting. Mr. Mallinson explained the proposed method of electing the Executive on territorial lines. Dealing with the Pharmacy and Poisons Bill, he said the R.P.U., while using every effort to protect its members, had always done everything possible to help the Pharmaceutical Society. On the motion of Mr. John Austen, who said he had never heard a clearer explanation given of the work of the union, hearty votes of thanks were accorded to Mr. Gillegan and Mr. Mallinson.

Photographic Dealers' Association

Branch Delegates' Conference and Dinner

AN important and successful conference of delegates from local branches of the Photographic Dealers' Association was held on November 10 in the Holborn Restaurant, London, W.C.1. All parts of the British Isles were represented, seventy-four delegates being present. The chair was taken by Mr. E. Skues, president of the Association. In welcoming the delegates, the president pointed out the importance and value of such a Conference. He reported that the present membership of the Association was 8,013, a record figure, and urged that efforts should be made to increase this in order that the work of the Association could be made more effective. The general secretary (Mr. E. J. Andrews) gave a *résumé* of the compilation and revision of the List of Approved Photographic Dealers and urged that branches should keep head office informed of alterations. Referring to reports to the Dealers' List Committee of the Joint Council in regard to applications to be placed on the Approved List, he stated that these should be made carefully and fairly in order to be of the greatest assistance to the Committee. Several delegates reported that in endeavouring to trace the source of supplies to irregular dealers they had found the manufacturers willing to co-operate with them. After a full discussion the following resolutions were passed:—

(1) That it is the unanimous opinion of this Conference that the List of Approved Wholesalers should be revised and a reduction of their number made with a view to preventing illicit dealing.

(2) That manufacturers and photographic wholesalers supplying goods to the photographic departments of manufacturing houses and to various institutions should be urged to refrain from supplying cameras and films which are considered to be definitely for the use of amateurs, and supply only photographic material to be used for commercial purposes.

The question of sub-agents was introduced by the chairman, who reminded the meeting that the manufacturers had cancelled all sub-agents as at October 31, and that a new appointment basis was being considered for 1932. It was unanimously agreed:—

That this Conference urges that any sub-agents appointed in future should be confined to definite points agreed upon by a Joint Committee of Film Manufacturers and P.D.A. representatives after consultation with the local P.D.A. branches concerned, and that they be supplied direct by the manufacturers at reduced discounts, all appointments to be made on an annual basis.

After the interval for lunch Mr. W. Hudson (vice-president) took the chair.

The president reported that the meeting held on October 15 to discuss the present position in the D. and P. trade had been attended by representatives of all the manufacturers concerned, also representatives of the Wholesale Photo Finishers' Association and of the P.D.A. Those present had expressed sympathy with the suggested scheme for (a) the control of retail D. and P. prices, (b) the regulation of D. and P. prices and supplies, and it had been arranged for a further meeting of manufacturers to be held as soon as possible. Following a full discussion on this subject, it was resolved:—

That this Conference of Branch Delegates is unanimously in favour of the principles laid down in the "Seven Point Plan" drafted by the Special Correspondent of the "British Journal of Photography."

Consideration was then given to special benefits to be obtained for members, and to the question of the maintenance and increase of membership. Several recommendations were put forward which will receive the attention of the National Council. One suggestion was that a combined effort should be made to advertise more widely photography as a hobby.

The annual dinner of the P.D.A. was held on November 10 at the Park Lane Hotel, W.1. Members, manufacturers' representatives and friends numbering about 250 were present, and a most enjoyable evening was spent. A number of the guests are well known in the pharmaceutical world, and included:—Messrs. C. J. Armstrong, A. Fonniss Attwell, J. H. Bailey, H. Barton, W. Spence Culbert, T. A. Durkin, D. Foster, J. Hayhurst, Wallace Heaton, W. Hudson, J. Lancaster, G. J. Lindsay, H. Lomax, G. A. Mallinson, J. Milner, W. D. Shirtliff, E. Skues, J. Smith, H. W. Thomas, C. T. Thonger, D. J. Vosper and F. J. Young. Three speeches, also musical items, followed an excellent dinner. The president, Mr. E. Skues, referred to two crises in the recent history of the P.D.A., the first occurring in 1927, when the Joint Council of Manufacturers and Dealers was set up to regulate and protect photographic dealing. The position demanded an increase in the Association's membership from 600 to 6,000. Failure would have meant a postponement, if not abandonment, of the Joint Council scheme, but as the result of tremendous efforts made by the officials the 6,000 figure was reached and the crisis passed. The second crisis occurred last year, when the Association was asked to submit a memorandum and give oral evidence to the Committee on Restraint of Trade set up by the Government. In defending the Joint Council scheme of controlling dealing accounts, the P.D.A. had to fight practically single-handed. In the Committee's report the scheme was not condemned: it was commended. In conclusion, the president stated that the Association is prepared to press forward in carrying out the scheme which has been entered upon, full of confidence that it will be able to justify by results the wisdom of its policy, and convinced that in doing so the Association will be assuring for its members and for the whole photographic trade a prosperous and successful year.

Mr. G. M. Bishop, chairman of the Joint Council, proposed the toast of "The Photographic Trade." He said that he felt someone outside the photographic trade should have been asked to make this particular speech, in order that that person might have been able to have "shown ourselves to ourselves as others see us." The Association is to be congratulated upon its growth, energy and efficiency, particularly in that branch of activities which comes most under the speaker's notice, being connected with the Joint Council, he thought that they had made a really striking advance. In regard to the activities of the Joint Council, the work they had there to do calls for earnest effort and earnest endeavour. The position which has been brought about, largely through the instrumentality of the Association and also with the hearty co-operation of the manufacturers, is really a great achievement, because there is no organisation in any country, at home or abroad, which can match our organisation for better control and welfare of the trade. "The photographic trade—we are all in it, let us all pull together."

In proposing "The Trade Prospects for 1932," Lieutenant-Colonel J. T. C. Moore Brabazon, M.C., M.P., said the future of the photographic trade depends on what novelties can be produced. Those people who own cameras will always be tickled with something new. Manufacturers must provide something novel, this is essential. "I myself," he declared, "have enough confidence in the British manufacturer and engineer to give you this toast to-night with a conviction that you have not got a bad time in front of you. When the people of this country are in difficulties they rise to the occasion."

The room was then cleared for dancing, which continued until about 1 a.m. There was also a cabaret show during the evening by the Marshmallow Girls, and other concert items.

Abnormal Importations (Customs Duties) Bill

THIS Bill was introduced in the House of Commons by the President of the Board of Trade (Mr. W. Runciman) on Wednesday, and read a first time. The main points of the Bill are as follows:—

A Bill to make provision for the imposition of duties of Customs on articles wholly or mainly manufactured which are being imported into the United Kingdom in abnormal quantities, and for purposes connected therewith.

If the Board of Trade are satisfied that articles of any class or description comprised in Class III of the Import and Export List issued under the authority of the Treasury and the Commissioners of Customs and Excise for the year 1931 are being imported into the United Kingdom in abnormal quantities, it shall be lawful for the Board, with the concurrence of the Treasury, by Order to apply this Act to articles of that class or description. An Order made under this section shall be laid before the Commons House of Parliament so soon as may be after it is made, and shall cease to have effect on the expiration of a period of twenty-eight days from the date upon which it was made unless at some time before the expiration of that period it has been approved by a resolution passed by that House: Provided that in reckoning any such period of twenty-eight days as aforesaid no account shall be taken of any time during which Parliament is dissolved or prorogued or during which the Commons House is adjourned for more than four days. An Order so made may be varied or revoked by a subsequent Order made in the like manner and subject to the like provisions.

Subject to the provisions of this Act, there shall, on the importation into the United Kingdom of articles of any class or description to which, by virtue of an order made under the last preceding section, this Act for the time being applies, be charged thereon such duties of Customs as may be specified in the Order not exceeding one hundred per cent. of the value of the articles. No articles which are Empire products within the meaning of that expression as used in subsection (1) of section 8 of the Finance Act, 1919, shall be chargeable with duty under this Act. Any duty chargeable under this Act on any article shall be charged in addition to any other duties of Customs chargeable on that article.

The value of any imported article for the purposes of this Act shall be taken to be the price which an importer would give for the articles if the articles were delivered to him, freight and insurance paid, in bond at the port of importation, and duty shall be paid on that value as fixed by the Commissioners of Customs and Excise. The Commissioners of Customs and Excise may make regulations for the purpose of giving effect to the provisions of this section and in particular for requiring any person concerned with the importation of articles into the United Kingdom to furnish to the Commissioners in such form as they may require such information as is in their opinion necessary for a proper valuation of the articles, and to produce any books of account or other documents of whatever nature relating to the purchase, importation or re-sale of the articles by that person. If any person contravenes or fails to comply with any regulations made under this section he shall in respect of each offence be liable to a Customs penalty of fifty pounds.

If any dispute arises whether any articles imported into the United Kingdom are articles specified in an Order made under this Act; or in ascertaining the proper rate of duty chargeable on any articles under this Act, any dispute arises as to the value of the articles; the question shall be referred to the arbitration of a referee appointed by the Lord Chancellor.

Subject to compliance with such conditions as to the security for the re-exportation of the articles as the

Commissioners of Customs and Excise may impose, this Act shall not apply to articles imported for exportation after transit through the United Kingdom or by way of transhipment:

In this Act the expression "the United Kingdom" does not include the Isle of Man. This Act shall continue in force for a period of six months and no longer.

Methods of Price Reduction

By a Manufacturer

THE editorial article in the *C. & D.* of November 14, entitled "Price Reductions," was timely, and voiced what is undoubtedly a grievance of the retail chemist. The ideal method of reducing the price of a speciality with the minimum of disturbance to manufacturer, wholesaler, retailer and the public has not yet been evolved, although several attempts have been made during the past few years to find it. It is pretty obvious that if no notice is given of the impending change, and it is suddenly sprung upon the trade one fine morning, the fullest consideration must be given to the wholesaler and retailer who have stocks bought at the higher price; this is only bare justice. How credit shall be given is a matter that can best be decided by the manufacturer; probably a credit note for the difference in price, based upon the application of both sections of the trade, is the soundest method, albeit one which involves very considerable clerical work and quite likely some loss.

A method which has been in vogue for some time by certain manufacturers is as follows:—The manufacturer decides to reduce the price of a speciality. He arranges that, say, three weeks' or a month's notice shall be given to the wholesale trade and four weeks' notice to the retail trade. He then notifies the wholesale trade that on a certain date the new price operates to them; that three weeks later the new price operates to the retailer; that a month after it will operate to the public. If the speciality is a well-known one the three weeks' notice given is usually quite sufficient for the wholesaler to clear out all his stock purchased at the higher rate; often he is able during that period not only to clear his old stock but actually to buy at the lower rate and sell at the higher. On the appointed day the retailer gets his notice, and during the month of grace he uses every endeavour to clear his stock; occasionally he also is able to get rid of it, purchase at the new rate and sell at the old. The public are notified by newspaper advertising when the reduced price operates to them.

It is found by experience that there is little to clear up if the above method is adopted. A wholesaler may ask for a credit on a few bottles or tins of the speciality still left on hand, and a number of retailers are certain to do so. Bad stock-keeping is nearly always the cause of these requests; the smart men who watch their stocks are seldom, if ever, caught napping. The drawback to this method is that in some unaccountable way the news leaks out to the retailer that a change in the price is imminent, and there is a slump in sales during the month of grace; the first method of reduction mentioned above certainly prevents this leakage. It is amazing to find that no matter how careful the manufacturer has been in notifying every chemist of a coming change there are always dozens, if not hundreds, who get their first notification of it from the daily papers; these write indignantly protesting that they were never told. It is quite believable that the chemist gets a good deal of matter by post that he never reads, and this experience proves it.

COLD SCIENCE AND HOT TEA.—Sir William Bragg, speaking at the annual dinner of the Royal Society of Medicine, on November 12, referred to the relation between health and noise. "If 1,500,000 people talked for twelve months," he said, "the energy generated would be enough to boil a cup of tea."

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, November 19

It is not possible to record any material improvement in business, the markets as a whole continuing subdued, with just a small business moving. The tone throughout is steady to firm, the persistently low exchange rates of sterling being mainly responsible for the strength of the markets as regards values. The publication of the Government's anti-dumping proposals has not made matters any easier. Although it is generally assumed the new duties will not be applied to the large majority, if any, of the products in these markets, no one feels inclined to take a risk with a duty of 100 per cent., which is at least an outside possibility. In pharmaceutical chemicals business continues in moderate volume and prices are all fully maintained. Chief interest centres round bromides, with renewed Continental competition for the home trade business. Home makers are meeting the position. A further big cut in mercurials is recorded, giving full effect to the cheaper metal prices. In crude drugs, business in most directions has been anything but good, but prices in the main are fully steady. Tinnevelly senna pods show considerable activity and the market is advancing sharply at the close. In essential oils, business has been very moderate, with prices holding up on exchange rates. Bergamot is once more the centre of interest, with an attempt at control. Japanese dementhrolised peppermint is firm on spot and slightly dearer for shipment. Lemongrass has been active and spot stocks have been practically cleared. The demand for fixed oils has been brisk, with the refined grades firm at higher prices. Turpentine shows a further appreciation, and linseed oil, after some improvement, is again weak, and has lost ground. Business in coal-tar products has been satisfactory. Pitch, toluol and xylol are again dearer. Carbolic acid crystal prices for next year have not yet been issued; rather higher rates are expected. Industrial chemicals are all about unchanged, and business continues on a fair scale.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par.	Nov. 19	Value of the £
Amsterdam ..	Fl. to £	12.107	9 ¹ / ₂	15/6 ¹ / ₂
Berlin ..	Mks. to £	20.43	15 ¹ / ₂	15/6 ¹ / ₂
Brussels ..	Belga to £	35	27 ¹ / ₂	15/5 ¹ / ₂
Copenhagen ..	Kr. to £	18.159	18 ⁵ / ₆	20/1 ¹ / ₂
Lisbon ..	Esc. to £	110	110	20/0
Madrid ..	Ptas. to £	25.22 ¹ / ₂	44	35/2
Milan ..	Lire to £	92.46	73	15/9 ¹ / ₂
Montreal ..	Do. to £	4.86 ¹ / ₂	4.20	17/3
New York ..	Dol. to £	4.86 ¹ / ₂	3.77 ¹ / ₂	15/6
Oslo ..	Kr. to £	18.159	18 ¹ / ₂	20/1
Paris ..	Fr. to £	124.21	96 ¹ / ₂	15/6 ¹ / ₂
Prague ..	Kr. to £	164.25	128	15/11 ¹ / ₂
Stockholm ..	Kr. to £	18.159	18 ¹ / ₂	20/1
Vienna ..	Sch. to £	34.58 ¹ / ₂	a28	16/1 ¹ / ₂
Warsaw ..	Zloty to £	43.38	32 ¹ / ₂ —35	15/8 ¹ / ₂
Zurich ..	Fr. to £	25.2215	19 ¹ / ₂	15/4 ¹ / ₂

Bank rate 6 per cent. a—Nominal

Pharmaceutical Chemicals, etc.

A FURTHER considerable reduction in Convention prices for mercurials is reported this week. Bromides are stated to be again very competitive, with the home makers meeting the renewed foreign competition. Business generally is fairly satisfactory on limited dimensions and prices as a whole are being steadily maintained.

ACETANILID remains quiet, with quotations steady: B.P. crystals and powder, 1s. 6d. to 1s. 7¹/₂d. per lb. as to quantity.

ADIPIC ACID is quoted steadily by dealers: pure edible quality, in minimum one-cwt. lots, 1s. 6d. per lb., carriage paid.

AMIDOL is unchanged on a slow market: one cwt., 7s.; 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb.

AMIDOPYRIN.—Some occasional small business is being done; market steady: crystals, five cwt., 14s. 3d.; two cwt., 14s. 7d.; less than two cwt., 14s. 9d. per lb., with powder 1¹/₂d. per lb. extra.

ASPIRIN.—A steady flow of business continues, with prices fully maintained. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8¹/₂d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8¹/₂d. per lb. f.o.b.; less than one cwt., 2s. 9d. per lb. ex works.

BARTONITE is a very quiet market, but dealers' prices are steady: spot, one cwt. 9s. 3¹/₂d.; smaller parcels, up to 9s. 6d. per lb.

BENZOIC ACID (B.P.).—A very fair business is recorded and prices are steady: quoted from 1s. 10¹/₂d. to 2s. per lb. as to quantity.

BISMUTH SALTS.—Makers' Convention prices are unchanged: oxide, 11s. 1d.; salicylate, 7s. 9d.; subgallate, 7s. 4d.; citrate, 9s. 2d.; subchloride, 10s. 9d.; carbonate, 7s. 9d.; subnitrate, 6s. 6d. per lb., in minimum cwt. lots; 3d. per lb. extra for smaller quantities.

BROMIDES.—Keen competition is reported with cheap offers from the Continent. Makers state they are meeting the position. Their scale of prices is as follows, which, under the present conditions, is more or less nominal: ammonium, five cwt. and over, 1s. 6d.; one cwt., 1s. 7d.; less than one cwt., 1s. 10d.; potassium, B.P. crystals and granular, five cwt. and over, 1s. 3d.; one cwt., 1s. 4d.; less than one cwt., 1s. 7d.; sodium, B.P., five cwt. and over, 1s. 5d.; one cwt., 1s. 6d.; less than one cwt., 1s. 9d. per lb., and slightly less for bulk quantities.

CALCIUM LACTATE continues in modest demand and the market is about steady: spot, 1s. 2d. to 1s. 3¹/₂d. per lb.

CHLORAL HYDRATE.—Home makers' prices lead the market: duty-paid crystals, 2s. 11¹/₂d. to 3s. 1¹/₂d. per lb., as to quantity and packing.

CITRATES.—Makers' prices are steady: potassium citrate, B.P., 1s. 7d.; sodium citrate, B.P.C., 1923, 1s. 8d.; ferri ammon, cit., B.P. (brown), 1s. 9d. per lb., in 28-lb. lots; 7-lb. lots, 5d. per lb. dearer.

CITRIC ACID (B.P. CRYSTALS).—Business seems to have again been on a modest scale, with foreign on spot offered at about 1s. 0d. to 1s. 0¹/₂d. per lb., less 5 per cent., carriage paid. British makers quote 1s. 0¹/₂d. per lb., less 5 per cent. discount, without engagement.

COCAINE.—Convention prices are maintained at the old rates: hydrochloride, 25 oz., 20s. 11d.; 16 oz., 21s. 7d.; and less, 22s. 3d. per oz.; pure, 22s. 11d. up to 24s. 4d. per oz.; 1 oz. tins, 2¹/₂d. extra.

CREAM OF TARTAR is fairly steady, although in no great demand: dealers quote foreign at 86s. 6d. to 87s. 6d. per cwt., less 2¹/₂ per cent., carriage paid. British makers quote 99 to 100 per cent. at 89s. per cwt., less 2¹/₂ per cent. discount, without engagement.

GUAIACOL CARBONATE is offered by dealers from about 6s. 6d. to 6s. 9d. per lb., as to quantity, spot.

HEXAMINE.—Business has been a shade quieter, but the market is quite steady: free-running crystals, spot, from 2s. 2d. to 2s. 6d. per lb.

HYDROQUINONE.—Business has remained slow; quotations are unchanged: ten cwt., 3s. 11¹/₂d.; five cwt., 4s. 0¹/₂d.; two cwt., 4s. 1¹/₂d.; one cwt., 4s. 1¹/₂d.; 56 lb., 4s. 2¹/₂d.; 28 lb., 4s. 4¹/₂d.; 14 lb., 4s. 6¹/₂d.; 7 lb., 4s. 8¹/₂d.; 1 lb., 5s. 3d. per lb., carriage paid.

LACTIC ACID (B.P.).—Home makers are keen for the business, with their prices about 1s. 4¹/₂d. to 1s. 6d. per lb. as to quantity. Foreign material, to arrive: five tons, 1s. 3d.; one ton, 1s. 3¹/₂d.; ten cwt., 1s. 4d.; small lots, 1s. 5d. per lb., carriage paid.

METHYL SALICYLATE (B.P.) is steady, with a moderate business being done: one ton and over, 1s. 4¹/₂d.; five cwt., 1s. 4¹/₂d.; one cwt., 1s. 5d.; less than one cwt., 1s. 6d. per lb., and small lots in bottles, up to 2s. per lb.

MERCURIALS.—A further substantial reduction in makers' prices is recorded.

	Under 112 lb.	Not less than 112 lb.
	Per lb. s. d.	Per lb. s. d.
Ammoniated lump, B.P. (white precip.) powder, B.P.	6 2 6 4 5 6 5 2 6 4 7 8 7 2 7 0 6 2	6 1 6 3 5 5 5 1 6 3 7 7 7 1 6 11 6 1
Bichloride lump, B.P. (corros. sub.)	5 8	5 7
Chloride, B.P. (calomel)	5 8	5 7
Red oxide cryst., B.P. (red precip.)	7 8	7 7
" levig., B.P.	7 2	7 1
Persulphate white, B.P.C.	7 0	6 11
Sulphide black (hyd. sulph. cum sulph. 50 per cent.)	5 8	5 7

Without engagement. Special prices for larger quantities and for contracts deliverable during three months. Previous notification of price alteration was on November 10.

METHYL SULPHONAL is quoted unchanged by dealers; business is slow: two cwt., 15s. 1d.; one cwt., 15s. 7d.; 56 lb., 16s. 1d.; small parcels, 16s. 7d. per lb.

METOL is of small interest; prices quoted are maintained: 23 lb., 7s. 9d.; less, 8s. per lb., carriage paid; slightly less for large quantities.

MILK SUGAR.—The firmer conditions reported last week are maintained: Continental material, 51s. to 52s. 6d. per cwt., in two-cwt. cases.

PARAFORMALDEHYDE is unchanged and in occasional demand: 100 per cent. powder, quantities in kegs, 1s. 3d.; smaller parcels, up to 1s. 7d. per lb.

PHENACETIN.—The market has been rather quieter, but dealers' prices are unchanged: crystals, five cwt., 4s. 6d.; two cwt., 4s. 6½d.; and less, 4s. 8d. per lb., with powder 1½d. per lb. extra.

PHENAZONE is not meeting with much business; dealers' prices are steady: crystals, ten cwt., 7s. 7d.; five cwt., 7s. 9d.; two cwt., 7s. 10½d.; and less, 8s. per lb., with powder 1½d. per lb. extra.

PHENOLPHTHALEIN.—Home makers lead the market with prices about 4s. 8d. to 5s. per lb., as to quantity.

PIPERAZINE is quoted at about 3s. per oz. for 16-oz. lots, in 1-oz. bottles.

POTASSIUM PERMANGANATE (B.P.) is steady, with the usual small business moving: 6½d. to 7d. per lb., as to quantity and packing.

POTASSIUM SULPHOGUAICOLATE is dull, with spot offers of small lots about 3s. 11d. to 4s. per lb.

PYROGALLIC ACID is unchanged at makers' prices: market dull: one cwt., 6s. 9d.; 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SULPHATE.—The official price for this market is 2s. 2d. per oz., in quantities, subject to alteration with any material fluctuation in exchange rates.

RESORCIN is not in much demand, with prices for good quantities from 3s. 4d. up to 3s. 8d. per lb. for small parcels.

ROCHELLE SALTS.—Makers' prices are steady: five cwt. or over, in one delivery, 77s. 6d.; less than five cwt., 80s.; less than one cwt., 82s. 6d. per cwt., carriage paid. Pulv. seidlitz, five cwt. or over, in one delivery, 62s. 6d.; less than five cwt., 64s. 3d.; less than one cwt., 66s. 3d.; double, 68s. 9d., 71s. and 73s., carriage paid.

SACCHARIN is unchanged: 550, 1 lb., 43s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Home makers' prices are unchanged; no imported material available: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

SALOL remains quiet, with the market about steady: crystals, one cwt., 4s. 6½d.; 56 lb., 4s. 7d.; smaller parcels, 4s. 9d. per lb.; powder, 1½d. per lb. extra.

SANTONIN.—There is no change to report: five kilos, £48 15s.; one kilo, £49 10s. per kilo.

SODIUM BENZOATE (B.P.) is keeping very steady and supplies are still limited on spot: one ton, 1s. 8d. up to 1s. 10d. per lb. for small parcels.

SODIUM DIETHYLBARBITURATE remains dull; dealers quote: spot, 10s. 6d. to 11s. per lb.; as to quantity.

SODIUM SALICYLATE (B.P.).—Home makers are keeping their prices down to former rates, and some foreign material is about competitive. Home trade: powder, two

tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals 1d. per lb. extra.

SULPHONAL.—Business is negligible; market steady: crystals, one cwt., 12s. 7d.; 56 lb., 12s. 10d.; small parcels, up to 13s. 5d.; with powder 1½d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Business has been of little importance: foreign is quoted at about 11½d. to 1s. per lb., less 5 per cent., ex wharf. British makers quote 1s. 0½d. per lb., less 5 per cent. discount, without engagement.

THYMOL.—There is but little inquiry for this article: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 10½d.; 28 lb., 6s.; 14 lb., 6s. 3d. per lb.

VANILLIN.—Business continues on a fair scale, with nothing cheap left in the market: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 15s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 19s. per lb. as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

ACONITE ROOT.—New crop, Napellus is offering at about 65s. per cwt., to arrive.

AGAR-AGAR.—The market is steady; a little more business moving for home trade: spot, Kobe No. 1, 4s. 6d.; No. 2, 4s. 3d.; Yokohama, 4s. 3d.; shipment, Kobe No. 1, 4s.; No. 2, 3s. 9d.; Yokohama, 3s. 8d. c.i.f.

ANTIMONY.—The market is quiet, with values easier: Chinese crude, spot, £20; shipment, £16 10s. c.i.f.; Chinese oxide, spot, £32; shipment, £30 c.i.f.

BELLADONNA.—Root is in short supply on spot: shipment, new crop, 60s. c.i.f.

BENZOIN.—A good deal of interest has been shown in this article. Shippers have advanced their prices about 15s. to 20s. per cwt.: spot, good to fine almondy seconds, well packed, £8 to £8 10s. per cwt.; ordinary seconds, £7 10s. to £7 15s.; thirds, £6 10s. to £7 per cwt.

Sumatra exports for January-June 1931 totalled 149,521 kilos, against 97,116 kilos for the same period of 1930.

BALSAMS.—Business has been quiet: Tolu, 3s. 1d. to 3s. 2d. per lb.; Canada, 4s. per lb.

CAMPHOR—Spot supplies are scarce and prices are firm: spot, Japanese slabs, not available; tablets, 3s. 6d.; shipment, slabs, 2s. 4½d., and tablets, 3s. 0½d. c.i.f. English, natural refined B.P. flowers: one cwt., 3s. 2d.; 28 lb., 3s. 3d.; and less, 3s. 4d. per lb. English synthetic flowers, 2s. to 2s. 3d. per lb.

CANTHARIDES.—Supplies are practically unavailable on spot, and no forward offers.

CARDAMOMS.—Market quiet: bold Ceylon-Mysore, 5s. to 5s. 6d.; mediums, 3s. 6d. to 4s.; small mediums, 2s. 6d. to 3s.; smalls, 2s. to 2s. 3d.; Alleppy greens, 2s. spot and shipment 2s. 3d. to 2s. 4d. c.i.f.; Bombay seeds quoted at 3s. per lb. spot.

CELERY SEED.—Spot is quoted at about 85s. per cwt.

CHAMOMILES.—The market is keeping steady, with good white flowers quoted at 140s.

CLOVES.—The market continues very steady, with a further improvement in values; business has been fair: Zanzibar, spot, 8½d.; shipment, December-January, 8d. c.i.f.; Madagascar, spot, 8½d.; shipment, December-January, 7½d., c.i.f.

The landings of Zanzibar in London during the week ended November 14 were nil and the deliveries 108, leaving a stock of 871, against 392 in 1930. From January 1 to date, landings of Zanzibar have been 3,341, against 6,385 in 1930, and the deliveries 3,489, against 6,000 in 1930. Landings of Madagascar for the week ended November 14 were nil and the deliveries five, leaving a stock of 727, against 986 in 1930. Landings of Madagascar this year to date have been 2,320, against 5,745 in 1930, and the deliveries 2,499, against 4,772 in 1930.

COCONUT (DESICCATED).—The market is steady and shows a further advance in prices: spot, fine, 26s.; medium, 28s.; shipment, halves, November and December, 25s. 5d. sclers, c.i.f.

COD-LIVER OIL.—This market is fully maintained and business continues on a satisfactory scale: finest Lofoten steam-refined non-freezing medicinal oil, 122s. 6d. per barrel, c.i.f.; spot, minimum five-barrel lots, 130s. Some brands may be slightly cheaper.

ERGOT.—On a rather quiet market values are fully steady: Russian, scarce, from 1s. 8d.; Spanish, 2s. 1d. per lb.; new crop, 2s. c.i.f.

GALLS.—The market is flat: blues are offered at about 95s. to 100s. per cwt.

Stocks at October 31 totalled 95 cwt., against 499 cwt. in 1930 and 872 cwt. in 1929. Landings to date this year 199 cwt., deliveries 532 cwt.

GELATIN.—is steady, while business is limited: gold leaf, 2s. 3d.; silver leaf, 1s. 1d.; bronze leaf, 1s. 6d.; thin leaf, 1s. 4½d. per lb., in one-cwt. cases.

GINGER.—is steadily held at last week's higher prices: West African, spot, 29s. 6d. to 30s.

GUM ACACIA.—A moderate business is being done and the market is about steady: spot, Kordofan cleaned sorts, about 43s.; natural, 41s.; bleached, 95s. to 100s. per cwt; shipment, November-December, Kordofan cleaned sorts, 37s. 6d.; natural, 36s. c.i.f.

Stocks at October 31 totalled 5,402 cwt., against 4,531 cwt. in 1930 and 3,474 cwt. in 1929. Landings to date this year 16,516 cwt., deliveries 15,064 cwt.

HONEY.—A steady flow of business continues and Californian white clover has been cleared on spot; shipment is quoted dearer at 52s. c.i.f.; Jamaica, good pale, from 40s. per cwt.; good medium, 36s.; and dark amber, 23s. per cwt.

HYDRASTIS.—Business has been slow: market is quoted in the region of 5s. 9d. per lb., spot.

IPECACUANHA.—There seems to have been little interest in this article; orders for Matto Grosso might be accepted at a shade under the quoted figure of 6s. per lb.

LAVENDER FLOWERS.—Best quality are quoted at 150s., and No. 2 at 125s. per cwt.

MENTHOL.—The spot market is very steady, with K/S brands at 16s. per lb. Shipment is dearer, and business has been moving: November-December, 13s. 6d.; January-March, 13s. 3d. per lb. c.i.f.

PARSLEY SEED.—Spot quotations are in the region of 40s. per ewt.

PEPPER.—The market has been quieter and is a shade easier: Lampong, spot, 6½d.; shipment, October-December, 6½d.; January-March, 6½d. c.i.f.; Tellicherry, January-March, 65s. c.i.f.; Alleppey, January-March, 63s. c.i.f.; white Muntok, spot, 8½d.; October-December, 8½d.; January-March, 8½d. c.i.f.

PIMENTO is easier and quiet: spot, 2½d.; November-December, 2¾d. c.i.f.

QUINCE SEED.—Spot offers are about 5s. 6d.

RUBBER.—Prices are better on the week, after declining early on. U.K. stocks, 131,189 tons, against 116,045 tons a year ago. Standard ribbed smoked sheet, sellers, spot, 3½d.; November, 3½d.; December, 3½d.; January-March, 3½d.

SAFFRON continues steady at recent advances; business quiet: prime B.P., 57s. 6d.; extra B.P., 50s.; super B.P., 49s. per lb., and less for good quantities.

SARSAPARILLA continues in modest demand with values unchanged; genuine grey Jamaican, 1s. 4d.; native Jamaica, 1s. to 1s. 1d. per lb., spot.

SEEDS.—**ANISE.**—Spanish 55s., Bulgarian 35s., and Russian 34s. per ewt. on spot. **CANARY.**—Mazagan sold at 16s. spot, 14s. 6d. quoted for shipment; Tangier 15s. spot and 14s. 6d. c.i.f.; Kenitra 14s. spot and 12s. 6d. c.i.f. **CORIANDER.**—Morocco 1929 crop sold at 13s. and wormy at 11s.; 1931 crop now selling at 16s. spot; 18s. c.i.f. is now quoted only for new crop. **CUMIN** quiet, Malta, spot, 42s. 6d., and Morocco 30s.; shipment, 27s. 6d. c.i.f. **FENUGREEK** remains firm; Morocco sold at 15s. spot; Tunisian, 17s. spot. **CARAWAY.**—Dutch on spot has jumped to 35s. **LINSEED** is again dearer; Mazagan sold at 15s. 6d. and Morocco at 14s. 6d. spot. **MUSTARD.**—English 22s. to 32s. 6d. per cwt., according to quality.

SENECA has not shown much activity. Spot is offering at about 1s. 8½d. to 1s. 9d. per lb. Shipment is about 36 cents per lb., c.i.f.

SENNA.—The market in Tinnevelly pods has been active and shows a sharp advance. A firmer tendency is also recorded in Tinnevelly leaves. Alexandrian pods have been in better demand, and while prices for the better grades are about unchanged, there has been a sharp advance in manufacturing pods, which are the cheapest grade now available. Prices are nominal at the moment for all descriptions in this market.

SCUTELLARIA.—There has been a good demand with good white fully 20s., and No. 2 at 15s. per lb.

STRAMONIUM LEAVES.—Best green leaves are offered at from 50s. per cwt., spot.

TRAGACANTH.—Market continues steady with fair business in medium and fine grades.

Stocks at October 31 totalled 11,484 cwt., against 12,182 cwt. in 1930 and 10,710 cwt. in 1929. Landings to date this year 9,317 cwt., deliveries 8,872 cwt.

TUBA ROOT.—High testing fibrous root is steady as quoted at 1s. 3d. per lb.

WAX (VARIOUS).—A moderate business is reported, and spot values are keeping very steady: JAPANESE, on spot, about 50s.; CARNABA, fatty grey and chalky grey, 70s.; medium yellow, 175s.; fine yellow is nominal, with practically nothing available; CANDELILLA is unchanged at 85s. per cwt.; SPERMACETI, steady at 9½d. per lb. spot; PARAFFIN is quoted from 25s. to 34s. per cwt. as to melting point; CERESINE is quoted from 40s. to 80s. per cwt. as to colour and melting point; BEES' has been in fair demand; bleached, discs, £8; slabs, £7 17s. 6d.; yellow refined, £5 10s.; yellow crude, £5 per cwt. spot.

Essential Oils

RATHER quiet markets are recorded, but prices, almost without exception, are fully maintained. This steadiness is due to weakness in sterling exchange. Bergamot is stated to be now under control, and prices mentioned are much dearer for shipment. Japanese dementhrolised peppermint is steady.

ALMOND.—Business has been limited: genuine s.a.p., 7s. 2d. to 7s. 3d. per lb.; sweet almond, 2s. 1d. per lb.

ANISE (STAR).—This market continues to be affected by exchange movements and silver values; business has been light: "Red Ship," in leads, 2s. 4d.; in tins, 2s. 2d.; in drums, nominal spot; in leads, 2s.; in tins, 1s. 11d.; in drums, 1s. 10d. per lb., c.i.f. Values in this market are constantly fluctuating.

BERGAMOT.—Reports from origin state that control has been instituted, but advices cabled as to shipment prices are showing considerable disparity. The figures recorded so far vary from 10s. 6d. to 12s. per lb. c.i.f. At the moment spot is nominal with most holders not anxious to sell until the position becomes clearer. Stocks at source are estimated to be considerable, and it is difficult to see how the position in that connection is going to be improved by an attempt to materially advance prices. The control may harden the market for a time, but, ultimately, the abundance of supplies and general over-production are likely to be taken into account.

BOTS DE ROSE.—Business in Cayenne is small; the spot value remains in the region of 6s. 3d. per lb.: Brazilian, which was a shade firmer last week, is now irregular and easier with some very cheap shipment offers about. Spot is about 2s. 4d. to 2s. 6d. per lb., for good quantities.

CARAWAY is about steady, while business is unimportant: double-distilled, 7s. 6d.; crude, 7s. 1d. per lb.

CASSIA.—Shipment has now advanced up to 3s. 6d. c.i.f., and on this figure spot would be about 3s. 8d., but there would possibly still be sellers in the region of 3s. 6d. per lb. for good quantities.

CEDARWOOD is steady with occasional small business: spot, 1s. 8½d. to 1s. 9d. per lb., as to quantity.

CINNAMON LEAF is quoted on spot at about 3s. 6d. per lb.: market is dull.

CITRONELLA.—There has been a very fair amount of business moving, and prices are steadily maintained: Ceylon, spot, 1s. 9d., shipment, 1s. 8d.; Java, spot, 2s. 8d. to 2s. 9d. per lb.

CLOVE is somewhat easier with 90 to 92 per cent. now at about 5s. per lb.: Madagascar has been reduced to about 4s. 3d. per lb.

EUCALYPTUS.—A very fair business continues with Australian 70 to 75 per cent. at about 1s. 1d., and 80 to 85 per cent. at about 1s. 3d. to 1s. 3½d. per lb.; Spanish, 70 to 75 per cent., 1s. 3d. spot, and shipment, 1s. 1d. per lb., c.i.f.

GERANIUM.—Business continues small with Bourbon on spot about 18s. per lb.; shipment quotations are irregular: Algerian is about steady on spot at 20s. per lb.

JUNIPER BERRY (B.P.).—Business is of little account, and some cheap parcels are offered from the Continent. Spot holders of first quality material ask about 5s. per lb.

LAVENDER.—There is no change in values for French; business is quiet: 38 to 40 per cent., 9s. 9d. to 10s.; 36 to 38 per cent., 9s. 3d. to 9s. 6d. per lb.

LEMON.—Prices for Sicilian vary a good deal as to brand with spot at about 3s. 10d. up to well over 4s. per lb.; shipment of the finest brand, new crop, is mentioned at 4s. 4½d. per lb., c.i.f., while other offers are at much lower figures: Californian, spot, 2s. 6d. per lb., in drums.

LEMONGRASS.—Quite brisk business is reported here and spot stocks are stated to be very limited. The latest

shipment figure was up to 2s. 5d. per lb. c.i.f.; holders are looking for fully that figure for anything available here.

LIME has remained dull and is rather easy as quoted: genuine distilled, 40s. to 41s. per lb., as to quantity.

MANDARIN has seldom been inquired for: spot is quoted at about 16s. 6d., with shipment 16s. c.i.f.

ORANGE.—The market is inclined to be a point easier, with Sicilian on spot about 7s. 3d. per lb.; shipment is about 7s. per lb. c.i.f.; bitter orange, spot, 6s. 6d. to 6s. 8d. per lb.; Californian orange oil, spot, 4s. 3d. to 4s. 9d. per lb., as to quantity.

PALMAROSA is a quiet market and some offers are at cheap prices: spot, about 8s. 4d. to 8s. 6d. per lb.

PATCHOULI.—Spot offers are now at about 14s. per lb.

PEPPERMINT.—The spot market for Japanese dementholsed is very steady at 4s. 4½d.; shipment is a trifle dearer, with November-December and January-March at 3s. 9d. per lb. c.i.f. American oil, spot, 8s.; shipment, 7s. 3d. to 8s. per lb., for branded oil.

PETITGRAIN is a shade steadier, with the lowest price now at 4s. 3d. per lb.

ROSEMARY.—The market is steady but in no way active: Spanish, about 2s.; French, about 3s. 10d. per lb. spot.

SANDALWOOD.—Prices quoted for genuine East Indian distilled are as follows: one case, 27s. per lb.; two to four cases, 26s. 6d.; five to nine cases, 26s. 3d.; ten cases and over, 26s. per lb., in 75-lb. cases.

SASSAFRAS is irregular, with some offers up to 5s. per lb., and others in the region of 4s. 6d. per lb.

SPIKE.—Former values are steadily maintained and the market is attracting some business: Spanish, shipment, 3s. 9d., and spot sellers at about the same figure.

WINTERGREEN.—Market is steady as quoted at 7s. 6d. per lb.; business is small.

The following arrivals have taken place from the countries indicated during the period November 12 to 18 inclusive:—Almond (Gy.) 3 cs., (Fr.) 17 cs., (U.S.), 5 dms.; anise (star) (Hong.-K.) 15 pkgs.; bergamot (Spn.) 8 cs.; cajuput (D.E. Ind.) 2 dms.; caraway (Nthlands) 2 dms.; clove (Fr.) 1 dm.; (Gy.) 3 dms.; eucalyptus (Austl.) 26 dms., 53 cs.; geranium (Algeria) 1 dm., (Fr.) 1 cs.; iris (Fr.) 1 cs.; juniper berry (Czecho-S.) 1 cs.; lavender (Fr.) 1 dm., 1 cs., 1 pkg.; lemon (It.) 46 cs., (Gy.) 5 cs., (U.S.) 14 dms.; lime (U.S.) 17 cs.; orange (It.) 14 cs., (Nthlands) 1 cs.; peppermint (Gy.) 7 es., (U.S.) 10 cs., (Jp.) 10 cs.; rosewood (Gy.) 2 dms.; sandalwood (Austl.) 136 cs.; thyme (Spn.) 12 cs.

Coal Tar Products, etc.

MOST of the products in this section continue in good demand, with the tone steady to firm. Pitch and solvent naphthas are again dearer and toluol and xylol show a further advance. Prices for next year for carbolic acid crystals have not yet been issued; in the meantime the market is firm, with supplies available very short. BENZOL is very steady and business is on a good scale: standard motor 90's, 1s. 3d. to 1s. 4d. per gallon, in tank wagons, ex works; pure, 1s. 6d. to 1s. 7d. per gallon. CARBOLIC ACID CRYSTALS (39° to 40° C.)—Prices for next year have not yet been issued; they are expected at an early date: supplies are short on spot and at a premium: 100 tons, 5d.; 50 tons, 5½d.; 20-25 tons, 5¼d.; 10 tons, 5¾d.; five tons, 5½d.; two tons, 5¾d.; one ton, 5½d.; ten cwt., 6d.; smaller lots, 6d. to 6½d. per lb., in drums with over-casks, carriage paid or f.o.b.; crude carbolic 60's, 1s. 8d. to 1s. 9d. per gallon, naked at works. CRESYLIC ACID is fully steady and a moderate business is being done: pale 99 to 100 per cent., 1s. 7d. to 1s. 8d.; dark 95 per cent., 1s. 3d.; special qualities, 3s. 3d. to 3s. 6d. per gallon ex works; American duty-free acid, 1s. 7½d. to 1s. 9d. per gallon f.o.b. CREOSOTE OIL is keeping very steady and business is moderate: in bulk quantities, 4½d. to 5d. per gallon, f.o.r. works, South England. KEROSENE is unchanged and business has been better: water-white, 11½d.; standard white, 10½d. per gallon, in barrels, ex wharf, London; in bulk, 5d. per gallon less. MOTOR SPIRIT.—Prices for the various areas are unchanged: No. 1, 1s. 3½d. per gallon, delivered in bulk for England, Wales and South Scotland; 1s. 4d. for Belfast, and 1s. 4½d. for remainder of Northern Ireland and North Scotland; 1s. 4½d. for Irish Free State, with Dublin 1s. 3½d. per gallon; No. 3 spirit, 2d. per gallon less, and aviation spirit 4d. per gallon more in all cases: 1d. to 2d. per gallon more in two-gallon tins, as to district. NAPHTHALENE is dearer and the market is steadier: flakes, £11 10s.; balls, £11 10s. per ton, in cases. PITCH is again dearer on a firm and active market: quoted up to 70s.

per ton f.o.b., East Coast. PYRIDENE is quiet but steady: 90 to 160, 3s. 6d. to 3s. 9d. per gallon. SOLVENT NAPHTHAS.—The market for 90-160 is fairly active and firm as quoted at 1s. 2½d. to 1s. 3d. per gallon, naked at works; heavy 90-190 is dull; quoted at 1s. 0½d. per gallon, naked at works. TOLUOL is very steady, with supplies limited: commercial 90's, 2s. 1d.; pure, 2s. 3d. per gallon, ex works, in bulk quantities. XYLOL is again dearer and steady: commercial, 2s. 1d.; pure, 2s. 4d. per gallon, ex works, in bulk quantities.

Fixed Oils, etc.

UNDER rather difficult conditions, due to the fluctuations in exchanges, a very good volume of business has been transacted in these products, of which a considerable amount has been for export. Prices throughout are steady, and in some instances further advances are recorded. ACID OILS continue steady on quotation; business has been light: coconut and/or palm kernel, 20s.; groundnut, 19s.; soya, 16s. 9d., spot. CASTOR.—Prices are steadily maintained: business has been unimportant: pharmaceutical, 48s. 6d.; first pressings, 43s. 6d.; second pressings, 41s. 6d. (barrels); cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 32s. 6d. (drums), c.i.f. COCONUT.—More business about with higher prices asked for the refined oil: deodorised, 33s. 6d. (barrels), spot; Ceylon, 24s. 6d. (drums), c.i.f. COTTON has been generally steady and business has been better: deodorised, 31s.; common edible, 29s. 3d.; soap making, 27s.; crude, 25s. 3d. (barrels), spot. GROUNDNUT continues at very high prices; business limited: deodorised, 39s. (barrels), spot; crude Oriental, 27s. (drums), c.i.f. LINSEED (raw, naked).—The market has shown a little more life, but closes dull with a sharp decline: on spot, 16s. 9d.; November, 15s. 6d.; December, 15s. 10½d.; January-April, 16s. 9d.; May-August, 17s. 9d. Boiled oil, on spot, 19s. OLIVE.—The market has been rather dull but values are unchanged on quotation: edible, 6s. 3d. in drums, 6s. 9d. in tins in cases; B.P., 4s. 11d. per gallon, in 40-gallon barrels. PALM.—Quoted prices for all grades show a further advance; business has been fairly good, and the market is very steady: Lagos, 21s. 6d.; softs, 21s.; mediums, 20s.; hards, 23s.; bleached, 24s., spot. PALM KERNEL.—Fully steady with more business being done: deodorised, 33s. 9d.; crude, 27s., spot. RAPE is steady and level on the week; business fair: refined, 35s.; crude, 33s., spot. RESIN is steady at improved prices: B, 12s.; D, 12s. 3d.; F/G, 12s. 9d.; N, 16s. 9d.; W/G, 21s. 6d.; W/W, 24s., ex wharf. SOYA.—Deodorised is now quoted dearer at about 23s. 6d. spot, while crude is mentioned at about 23s. 6d. TURPENTINE is keeping up to the better rates recorded last week. Total London stocks, 30,562 barrels. On spot, 48s.; January-April, 49s. 3d.

Tinnevelly Senna Pods

THE senna market has remained steady for the past few months, but this week there has been a considerable strengthening in the spot and forward positions. Bullish cables from India have caused London holders in some cases to withdraw from the market, whilst others have limited their offerings to a few bales. The carry over of last season's crop was practically negligible, and resulted in the opening prices of the new crop showing a marked advance. This advance tended to reduce the usual forward contracts made by London importers, as it was feared that the main crop (July-August) would relieve the situation, and see a cheapening of prices. This, however, did not materialise, and the bear sellers for forward shipment found covering extremely difficult when it became apparent that the out-turn of the main crop was considerably reduced. Cables from origin just to hand mention prices of hand-picked at 7½d. to 10d. per lb. c.i.f. London, and that f.a.q. have been sold at 4½d. per lb. c.i.f. for shipment to the Continent. Spot London prices are nominal, and it is doubtful if supplies could be secured under 7½d. per lb. for hand-picked and 5½d. per lb. for manufacturing quality. London stocks are concentrated in strong hands, and prices are expected to hold firm for the next few months, and little relief is anticipated until the early crop (March-April) is ready. The position of Alexandrian manufacturing pods, which usually command a premium over the price of the Tinnevelly manufacturing variety, will doubtless now receive considerable attention, and the recently quoted cheap prices will probably see an appreciation to the present level of Tinnevelly.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Cancer Research

SIR.—It was with great satisfaction that I read the article on "Cancer Research" by Mr. Thomas Maben, Ph.C., in THE CHEMIST AND DRUGGIST of November 7, as it confirmed my remarks in a letter in the C. & D. of November 27, 1920. I may say that had an extract of salivary gland been used in conjunction with the posterior pituitary extract, greater results would have been obtained. As regards rodent ulcers, the violet ray is quite adequate to deal with these, if the growth is not on vital tissue, and is prepared before application and treated afterwards. An average time is six weeks by weekly application—quicker if applied more frequently.

Yours respectfully,

J. R. HUCK.

Barnard Castle.

Does Dispensing Pay?

SIR.—Referring to your editorial article "Does Dispensing Pay?" (C. & D., November 7, p. 567), a prescription was handed in here the other day as follows:—

Pot. cit.	...	...	...	gr. 60
Bromidiae (Battle)	...	...	...	3 <i>l</i> .
Aq.	...	...	ad	3 <i>ss</i> .
Mitte 3 <i>viiij.</i>	3 <i>ss</i> .	t.d.s.	ex aq.	

The child bringing this had 2*s*. 6*d*.; on quoting 4*s*. 9*d*. for this mixture (a price which is below the C. & D. List price, as I found afterwards), the customer sent for the prescription, as it had already been dispensed by another chemist for 1*s*. 9*d*. The dose could have been checked by 'phone.—Yours faithfully,

W. A. STEVENS.

Bournemouth.

SIR.—In your comments on "Does Dispensing Pay?" you remark that this aspect of dispensing is not a new one. I may instance a prescription which was brought in recently by a customer, who asked how much it cost to dispense. It was as follows:—

Bismuth. carb.	...	...	...	gr. xv.
Sodii bicarb.	...	...	...	gr. x.
Pulv. tragac. co.	...	...	...	gr. v.
Liq. morph. hydroch.	...	...	...	ml. viiss.
Tinct. cardam. co.	...	...	...	3 <i>ss</i> .
Aq. menthae pip.	...	ad	3 <i>ss</i> .	
Mitte 3 <i>viiij.</i>				

Quite a usual mixture and one which at first sight would not appear to be expensive, but pricing it out by the C. & D. List it came to 3*s*. 2*d*. The customer said that he had paid 1*s*. 9*d*. where he had taken it to be dispensed before, and I had no reason to doubt his word. The result was that he refused to leave it; I lost a customer, and most probably got a reputation for charging exorbitantly. It is useless to try to explain to such a man that the first dispenser must have charged by guesswork and evidently made up the mixture at a loss; the ordinary person, especially business people, cannot imagine that any trader would turn over goods without a profit, and concludes that the higher charge is uncalled for. The bulk of the pharmacies in the country may be divided into two categories, those where a flat rate is charged and those where scripts are priced out to system. As the prices of the former are almost invariably the lower, the latter are faced with the dilemma of competing on an unprofitable scale or losing custom. We know the trouble, we know the remedy, and the only question is how to apply it. I have heard that on the South Coast (I believe either at Hastings or Eastbourne) this idea has been worked; information from some of your readers there on the success or otherwise would be helpful. The suggestions

could be made a subject for discussion, which one hopes would lead to action by all Associations during the winter.—Faithfully yours,

DISPENSER (16/11).

Unemployment in Retail Business

SIR.—I know an ex-assistant who qualified this summer and who, unfortunately, is now unemployed. She has been told that she is now ineligible for unemployment benefit because she has not got thirty stamps on her card within the last two years. This, of course, is quite impossible, because it is illegal to stamp a card while not in work, and even since qualification work has been scarce, and only obtainable for short periods, and at intervals. Surely something can be done about a case like this, even in face of new regulations for control of unemployment funds? Unemployment is now, unfortunately, very very rife in our trade, and I wonder if anything can be done to help our less fortunate fellow-workers. Would a "Central Bureau," organised by the Society both in England and Scotland, where a live register could be kept both of the unemployed and of vacancies available, help at all? Personally I think this would be of much assistance, but it would be of interest to have other views on this important matter. With this, at any rate, statistics would be available, and those concerned would be assured that official interest was being taken in their welfare. Incidentally, if the Society was able to find some jobs it would very probably get a few more members, which would very materially help in these trying times of heavy financial burdens.—Yours very faithfully,

THOMAS C. MILLER.

Dunfermline.

Dark Colour of Brandy and Soda

SIR.—Your "Miscellaneous Inquiries" generally supply me with information of much interest. It is therefore with some measure of gratification that I think I can for once perhaps add a little to the usefulness of that column. In my experience the darkening of the mixture referred to (C. & D., November 14, p. 606) is not caused by any defect in the spirit, but by the presence of iron in the soda water which reacts with the astringent matter in the brandy. A better-matured brandy is the more likely to be spoiled if any iron is in the water. When wire was used for securing the corks iron rust was occasionally thrown into the glass; and even now that crown corks are so generally used the same thing happens, but less frequently. It is to be noticed that the same brandy only reacts with a bottle of soda water now and again—indeed, very rarely. Of course, if a ferruginous water is used for the aerated beverage, nothing but trouble can be expected when a well-matured spirit is mixed with it.

Yours, etc.,

CHEMICUS (17/11).

November 14, 1931.

Buy British!

SIR.—On the eve of the "Buy British!" campaign it may be interesting to have my experience, which emphasises the urge of Mr. Thomas that the British manufacturer must "wake up." A few days ago I was offered goods which, to presume from the supplier's note-paper, were of British manufacture. This news was hailed with joy, as I have hitherto had to buy abroad. The message left by the representative was that his firm were makers, and could offer some other lines. Quotations were asked for, and I now have their letter in front of me. All the lines quoted are specified "Foreign."—Yours faithfully,

E. E. MARSHALL.

London, W.1.

Supplies to Unqualified Vendors

SIR.—From time to time reference has been made in THE CHEMIST AND DRUGGIST to "pharmacy for the pharmacist." In this connection the following will, we think, be interesting. One of our representatives, in the course of his journeys, was introduced to a grocer, and in the course of conversation the grocer asked whether he could draw his supplies of drugs and proprietary articles from us. It was explained to the gentleman that we do not cultivate business with grocers; nevertheless, the grocer invited our representative to his shop and showed the type of article of which he required supplies, and which he had been obtaining from a prominent chemist in a neighbouring town. The first item was a preparation supplied by an association of which the chemist was a member, and the sale of whose goods is restricted to chemists, not even being supplied to wholesalers; but most remarkable of all were preparations containing poison and bearing the name of the chemist on the label (evidently to comply with the requirements of the Pharmacy Acts), several unstamped brand articles and general pharmaceutical items. When it was pointed out to the grocer that he was violating the law by selling poisons and unstamped brand goods, he profusely thanked our representative, but his remarks concerning the chemist are best left out of print. This raises the point as to whether the chemist would have paid the penalties had the grocer been fined. Some little time ago some goods bearing our name found their way into a grocer's shop, but they had not been supplied by us to the said grocer, nor had we ever supplied him with goods. As a result, we received a letter written on behalf of the chemists of the town, stating that, in view of our having supplied goods to a grocer, all the chemists proposed to cease sending us any further orders. We were naturally nonplussed as to how our goods reached the grocer, which fact we communicated to the chemists in question. All our statements notwithstanding, orders stopped, and we now wonder whether some chemist from a neighbouring town had supplied the goods. We have heard of chemists supplying cutters. We know there is a very large trade done by grocers in drugs, galenicals and proprietaries, supplies being obtained from wholesale grocers. We sometimes debate with ourselves: "If we have the name of supplying grocers why should we not seek to compensate ourselves by enjoying the game?" After all, we should be no worse than our retail chemist friend; and as far as we can judge, grocers will still continue to obtain supplies of what goods they require, either from wholesale grocers or retail chemists.—Yours, etc.,

WHOLESALE CHEMISTS (18/11).

Legal Queries

O. H. M. (8/10).—Purchases and sales of tincture of opium must be recorded in the Dangerous Drugs register under "Morphine."

Anxious (17/11).—"Known, admitted and approved" remedies which are otherwise liable to medicine-stamp duty may only be sold unstamped by exempted persons. A person who is not a qualified chemist and who has not served a regular indentured apprenticeship is not an exempted person, and may only sell such preparations provided they are duly stamped.

R. C. (9/11) employs an assistant, every week, for three hours on Friday and four hours on Saturday. What National Insurance contributions must be paid in respect of him? [The employer and the assistant must pay 1d. a week each in respect of Unemployment Insurance and 9d. a week each in respect of Health and Pensions Insurance. If the assistant works also for other employers, it is, strictly, the duty of the employer who first employs him in every week to see that his cards are stamped; but it is common, in such cases, for the employers to come to an arrangement to pay the contributions in rotation.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

P. C. (4/18).—ACCUMULATOR IMPROVER.—When mixed with the accumulator acid this preparation is stated to prevent gassing and dissolve any sulphate. This is a magma which contains magnesium sulphate and glycerin.

F. H. Q. (3/11).—FREE FATTY ACIDS IN LIQUID SOAP.—The free fatty acids in liquid soap may be determined by direct titration of a known weight of the sample with decinormal sodium hydroxide using phenolphthalein as indicator. The result is calculated as oleic acid, each c.c. of N/10 sodium hydroxide being equivalent to 0.02823 grammes of C₁₈H₃₄COOH.

W. L. D. (28/88).—CINEMA SPRAY.—The following is a formula for a preparation suitable for spraying in cinemas:—

Pine-needle oil,				
Formalin	...	...	of each	2 oz.
Acetone	...	...	...	6 oz.
Isopropyl alcohol	...	...	to	20oz.

For use as a spray 1 oz. is mixed with a pint of water.

F. S. (17/18).—CHEMICAL BAROMETER.—The following is the method of making a chemical barometer:—

Camphor	...	...	...	...	5ss.
Ammonium chloride	...	...	...	...	5ss.
Potassium nitrate	...	...	...	...	5ss.
Rectified spirit	...	...	...	...	3j.
Distilled water	...	...	...	...	3ij.

Weigh the spirit into the bottle and dissolve in it the camphor, then add the salts and the water (warm). Shake, and when dissolved filter.

Long narrow tubes of glass are filled with this solution and hermetically sealed or corked. The tubes are then affixed to boards by means of wires in the same way as barometers are fixed. The changes of the solution signify the following:—

Clear liquid: Bright weather.

Crystals at bottom: Thick air, frost in winter.

Dim liquid: Rain.

Dim liquid with small stars: Thunderstorms.

Large flakes: Heavy air, overcast sky, snow in winter.

Threads in upper portion: Windy weather.

Small dots: Damp weather, fog.

Rising flakes which remain high: Wind in the upper air regions.

Small stars: In winter on bright, sunny days, snow in one or two days.

The higher the crystals rise in the glass tube in winter the colder it will be.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," November 15, 1881

Pharmacy and Pharmacists

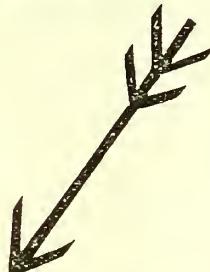
As I comprehend pharmacy and pharmacists—pharmacy is the property of no single individual any more than a highway is the property of any single traveller. The traveller has a right to use the highway, but no right to spoil it for others' use; the pharmacist is under a similar obligation. He did not make pharmacy, any more than the traveller made the road, and they are both equally bound to preserve the one and the other for the general good. Undoubtedly in either of my supposed cases we may discover an offender, but then he is regarded as an offender, and has to take the consequences. [From an address by Mr. G. F. Schacht at Bristol.]

Owing to pressure on space, this week's instalment of the C. & D. Commercial Compendium is held over.

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ACID PYROPHOSPHATE OF SODA

Quality in all respects equal to Cream of Tartar, especially as regards stability of Baking Powder

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ASPIRIN AND CASCARA TABLETS

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SEXUAL NEURASTHENIA and
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TESTOGAN tablets and ampoules.
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RADICAL TREATMENT**of DISEASES of the VEINS and their COMPLICATIONS**Varicose veins, haemorrhoids, phlebitis, venous congestion
at the menopause and disorders of menstruationA synergic medication based on organotherapeutic extracts
irradiated with ultra-violet raysIn Tablets { Formula M — red — for men
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A COMBINATION OF PETROLAX AND PHENOLPHTHALEIN**PETROLAX ALKALINE**

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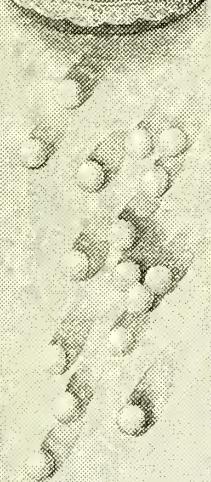
A COMBINATION OF PETROLAX AND MIST. MAGNES. HYDROXIDI**Note the Prices:—RETAIL 2/- (Nominal $\frac{1}{2}$ lb.) 14/- doz.****, 3/6 (, 1lb.) 24/- "****, 6/- (, 2lb.) 44/- "****Stocked by the leading Patent Houses, or direct from the SOLE MANUFACTURERS:—****C. R. HARKER, STAGG & MORGAN, LTD.
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Many Chemists and Druggists are now reaping the benefits of a 38% profit on cost on Beecham's Pills and Powders. The reason for this is that recently we introduced a

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Keep yourself well supplied with Beecham's Pills and Powders and reap the benefits to be derived from these fast moving lines.

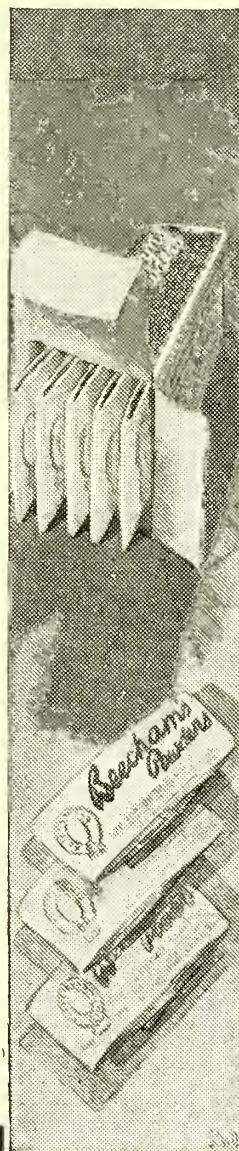
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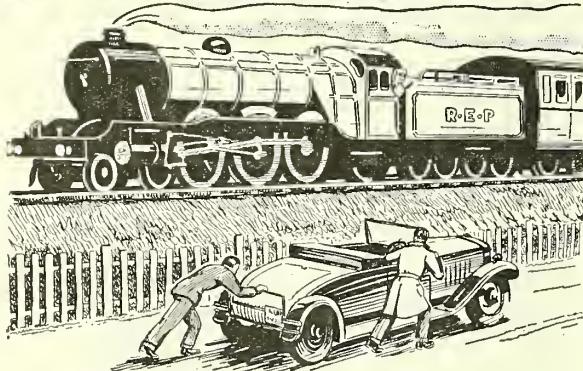


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WHY?—because they are a proved remedy to which thousands of people turn at the first sign of Feverishness, Headache, Flu or Chill. A sound line, backed by judicious marketing, Express Powders have sold and created increasing demand for over 18 years.

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Sizes ...	1/3 box	3/- box containing 22 powders	Box for opening containing 45 Powders at 2d. each	Box for opening containing 110 Powders at 2d. each
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Profit Yielded	3/6 per doz.	6/- per doz.	2/6 each	6/4 each

Special Prices upon application for £5, £10, and £25 Parcels.

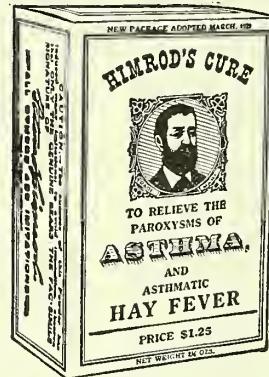
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MEL ROSE — TABLETS

FOR
CHAPPED
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Manufactured for close on 50 years



The public demand is maintained in spite of many imitations, and Chemists can rely on sales all the year round.

Look to your Stocks.

2d. and 4½d.

MEL ROSE — CREAM

Sold in Jars for the Dressing Table.
Contains all the remedial properties of
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In the last
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have increased
3 FOLD

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You can't go wrong with "GRIPS" First-Aid Pastilles. Dealers in every city and town in the British Isles have proved this pastille the season's winner year after year. The profit is generous and sales are steady. Your customers come back for more.

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Made by Lightbourns Ltd., Accrington.

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Highest
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Lowest
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AN OLD-FASHIONED—BUT REALLY EFFECTIVE
remedy for COUGHS, COLDS, IN-
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10½d. size, 8½ per doz.

1/3 " 12/- "

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Less 5% dis. on £6 orders.

Carriage paid on orders of £2 and over.

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(Dr. Hill's Formula)
MEDICINAL SNUFF. ABSOLUTELY THE
FINEST REMEDY FOR CATARRH AND
COLD IN THE HEAD.

Richard Dickeson & Co. (Incorporated with Reynolds, Sons & Co., Ltd.)
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NIGROIDS

for the Throat and Voice

Registered Trade Mark.

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Sold in tins 4½d. and 1/6 each.

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GALLOWAY'S COUGH SYRUP

*SHOWS OVER 50% PROFIT
WHEN BOUGHT ON BEST TERMS*

A £5 ORDER

ENTITLES YOU TO

**10% DISCOUNT & 2½% FOR PROMPT CASH
WITH A BONUS OF
½ DOZ. 1/3 SIZE OR ¼ DOZ. 2/6 SIZE
FOR 14 DAYS WINDOW DISPLAY.**

1/3 SIZE 12/- PER DOZ.

2/6 , 24/- , ,

CARRIAGE AND PACKING FREE IN UNITED KINGDOM

*LOOK TO YOUR STOCKS AND
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**P. H. GALLOWAY, LTD.
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PURE MALT EXTRACT

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NORWEGIAN COD LIVER OIL

The Brand that does not separate nor crystallize.

Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.

THE BRITISH DIAMALT COMPANY
SAWBRIDGEWORTH HERTS.

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TESTING SIEVES Single &
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FINE MESHES UP TO 320

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Yeast specially prepared for medicinal purposes.

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Large buyers of Full Cream, Half Cream, Separated, Milk Sugar, Whey Powder, Soluble Milk Casein, are invited to apply for samples and quotations, stating probable requirements. Eight Creameries in Dorset, Somerset and Wilts.

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ATKINSON & BARKERS
INFANTS' PRESERVATIVE

Does not
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Poison.

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WINTER PLANS TO PUSH 'ASPRO'



Our winter plans are ready. "Bigger business ahead" is our motto. The 'ASPRO' advertising campaign will be spread more widely and more powerfully than ever before through the national and provincial press. Over 300 papers are involved carrying regular large space insertions of seasonal advertising. Their total circulation is more than 32,000,000, taking the 'ASPRO' message several times monthly into almost every home in the country.

DO YOU REALISE WHAT THIS MEANS TO YOU AS A RETAIL CHEMIST?

The Chemist who displays 'ASPRO' continuously in his window and shop benefits from this enormous campaign just as though the advertisements bore his own name. An 'ASPRO' display will bring an ever-increasing stream of customers into your shop. Our new and attractive winter display—giant cartons—seasonal window stickers—counter mat—all are at your disposal. Why not write us to-day?



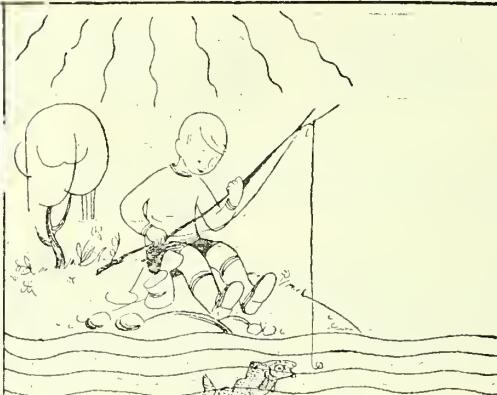
Here is the new display, it is printed in full colours, and is worthy of a central position in your window.

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents: GOLLIN & CO. PTY. LTD. ('Aspro' Dept.)
SLOUGH, BUCKS Telephone: SLOUGH 608

Made by ASPRO LTD., SLOUGH, ENGLAND.
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ASPRO
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A TEASPOONFUL OF NORWEGIAN COD LIVER OIL CONTAINS MORE VITAMINS THAN



ALL THE BUTTER AND MILK ANY INDIVIDUAL CAN EAT AND DRINK IN A DAY

One more reason for preferring Norwegian Cod Liver Oil

For centuries Cod Liver Oil has been used as a medicine on account of its wonderful curative properties. Modern science has explained and fully endorsed its invaluable prophylactic and therapeutic action. Quite recently a number of scientific experts have proved that no artificially manufactured vitamin product is a complete substitute for Cod Liver Oil.

As regards Norwegian Cod Liver Oil, moreover, there is an important safeguard in the fact that the Norwegian State supervises every shipment, refusing to permit the export of any barrel the contents of which fail to conform to the regulations for inspection.

Norwegian Cod Liver Oil

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3

SPECIAL B.P. CADIZ SHERRY

Full duty, shipped expressly from our Spanish House for Chemists' use in B.P. Preparations by

LAMB & WATT, Limited,
46/48 St. Anne Street,
Established 1847. **LIVERPOOL**

who also specially manufacture

B.P. ORANGE WINE,
"WIN FERRO" TONIC BLOOD WINE,
"CROWN" Brand LIEBIG'S MEAT
AND MALT WINE.

Green Ginger, Raisin, Cowslip, Elderberry, etc., made only from the fresh fruit. Purity fully guaranteed. Highest Awards at all Exhibitions where shown.

Full Strength **AUSTRALIAN RED,**
TAWNY AND WHITE WINES,
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:: every kind of foreign wine. ::
DUMAS ★★ BRANDY—DOURADOS PORTS

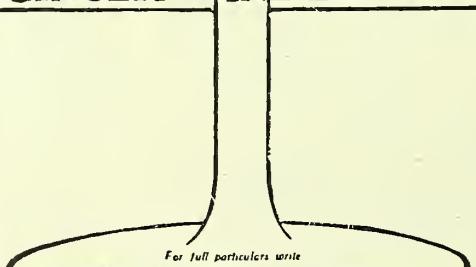
WRITE FOR PRICES AND SAMPLES

We help you to sell this non-alcoholic ginger Wine

not that our help is absolutely necessary, for in thousands of cases it sells itself. New customers, however, will be attracted by the smart and telling advertising matter we send out for display purposes. This includes our latest "Savings Bank" novelty. We pay you for the window display and a generous profit is assured.



MASON'S
GINGER WINE ESSENCE



Introducing

Galen was a pioneer of A.D. 131 or thereabouts. Galen Products are pioneers of A.D. 1931.

Galen Products are the expression of an ideal—to give the very best possible medicated lozenges, pastilles, etc., at popular prices, and with an adequate profit margin.

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Galen Products are sold in 6d. tins (Sister's Throat Pastilles 6d. and 1/-), and are obtainable through wholesalers only.



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Showcard
with
every
order.

G.P.T.

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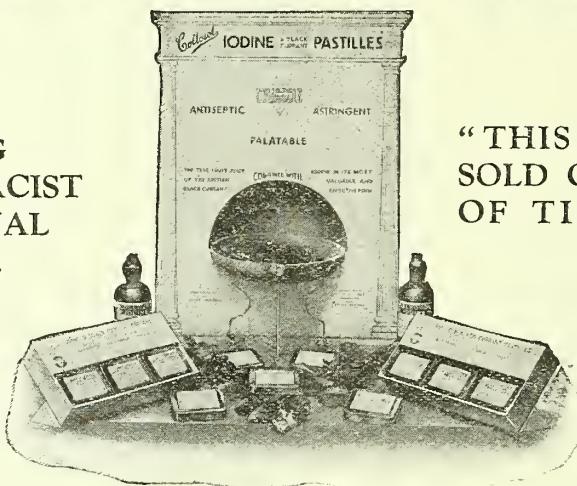
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STOCKPORT.**

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OF SPECIAL BONUS TERMS HAS COMMENCED.

Collosof
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YIELDING
THE PHARMACIST
EXCEPTIONAL
PROFITS.



"THIS DISPLAY HAS
SOLD OVER A GROSS
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A Customer

Height 24 ins.
Width 24 ins. to
30 ins.
Depth 18 ins. to
24 ins.

FOR SPECIAL TERMS APPLY EARLY TO
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● Perfumery,
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Products, etc.

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visible and attractive when
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100 %

Transparent, Strong,
Flexible, insoluble in
water, grease and oil-
proof, dust and air-proof.

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THE ORIGINAL TRANSPARENT WRAPPING MATERIAL

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ILLUSTRATED LIST

Jackets and Coats of very
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from the most reliable
materials, smartly cut
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WHITE DRILL JACKETS
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STOCK SIZES: 34 to 44
chest. Special pockets and

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MALT EXTRACT
WITH COD LIVER OIL

Guaranteed pure and manufactured from the choicest Barley Malt and the finest Norwegian Cod Liver Oil.

"Edme" Malt Extract with Cod Liver Oil is rich in diastase, and contains all the vitamins in an active state, in carefully balanced proportions, the presence of which has been proved to be so essential in foods for the proper nutrition of the body.

Customers' own name and address printed on label.

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Telephone : REGENT 7525.

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**COUGH MIXTURE,
COLD & INFLUENZA MIXTURE, Etc.
for this WINTER SEASON?**

We shall be pleased to supply specimens of
LABELS - CARTONS - SHOWCARDS
 and any other printing matter to help your sales.

We have recently reduced paper prices for
WHITE DEMY - STRIPED COLOURED WRAPPINGS - YELLOW WOVE & KRAFTS
 Ask for Prices and Samples.

SUTTLEY & SILVERLOCK LTD., 92 BLACKFRIARS RD., S.E.1

HOP 3473-4-5-6.

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Mathers' Plasters are always reliable.

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Belladonna, Wintergreen and Capsicum. Poor Man's Plasters, Mustard Plasters, Mathers' Bronchial Wafers, etc., will soon be in seasonal demand.

A variety of up-to-date packings are offered. Samples and prices gladly sent on request.

WILLIAM MATHER Ltd.

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RACIAL (REGD.) SOLUBLES

As used at the Clinic for Constructive Birth Control (founded by Dr. MARIE STOPES)

These Solubles, the result of careful investigation, have now been made obtainable by the C.B.C. Society's Committee and the Trade can obtain them direct from

The C.B.C. CLINIC
108 Whitfield Street, LONDON, W.I.

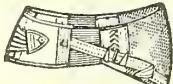
Supplied in not less than complete dozen lots at 10/-, post paid, cash with order. Show card free.
Retail price 1/3.

These pessaries contain no quinine or deleterious matter of any kind.

Only fully qualified Chemists supplied.

J. H. HAYWOOD, Ltd.

Established 1833



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ELASTIC HOSIERY (Seamed and Seamless), TRUSSES (Spring and Elastic), SUSPENSORY BANDAGES, BRACES, LADIES' AND GENT'S ABDOMINAL BELTS for support and warmth, made in felt, flannel and fleecy.

CHEST PROTECTORS, SLEEPING SOCKS, INDIA-RUBBER AND AIR-PROOF GOODS, NURSING REQUISITES, DRUGGISTS' SUNDRIES, &c.



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Best sellers
The public is asking for **ZEAL**

CLINICAL THERMOMETERS
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HOT WATER BOTTLE COVERS

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WE OFFER A COMPREHENSIVE RANGE OF TWENTY OR MORE STYLES OF COVERS AT PRICES TO SUIT ALL REQUIREMENTS

ALWAYS SPECIFY "SOLPORT'S"
MAKE IN YOUR ORDERS

REMEMBER THAT

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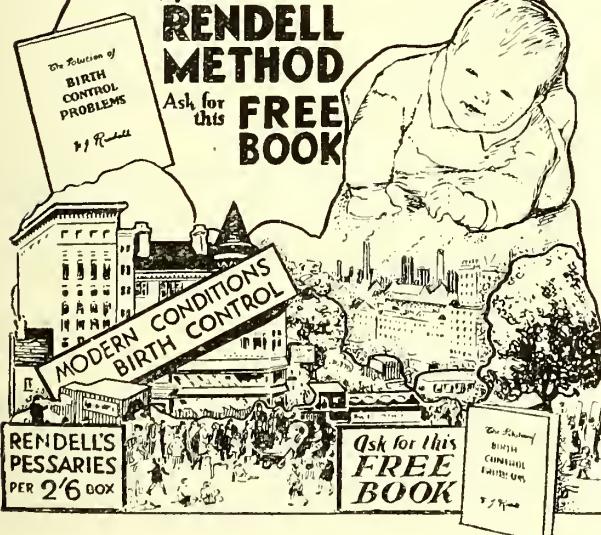
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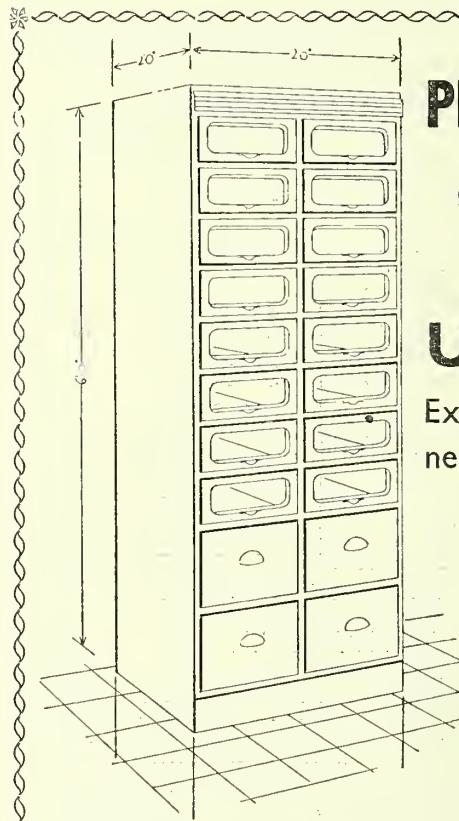
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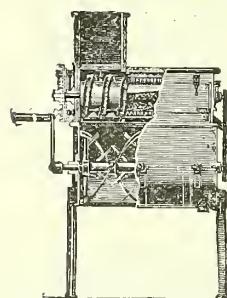
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THE CHEMIST AND DRUGGIST



SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

NOVEMBER 21, 1931

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

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2.—**LONDON, EAST.**—General Retail Business, with N.H.I. and Photographic; established many years; returns, under management, exceed £3,000 per annum; if run by owner the net profit would exceed £800 per annum; double-fronted corner shop, well fitted and amply stocked; rent £80; long lease; valuation terms entertained.

3.—**ILFORD.**—Good-class General Retail and Dispensing Business for Sale; situate in very good position in main road; returns present rate, between £53 and £57 per week; beautifully-fitted shop, very well stocked; the business is run under management and offers good scope; lock-up shop; held on long lease; price, value of stock and fittings only, between £900 and £1,000.

4.—**EALING.**—General Retail Business, with N.H.I., Kodak and Rexall Agencies; established 10 years; returns, under indifferent management, £1,750 per annum; single-fronted shop, amply fitted and stocked; living accommodation, with bathroom; new lease at £110 per annum; price £1,000, or valuation terms entertained.

5.—**EAST LONDON.**—Cash Drug Store, with Kodak Agency; established 1902; returns last year £1,230; this business is situate in a district where there are immense possibilities for National Health Insurance Dispensing; net profit last year £350; good living accommodation; bathroom; freehold could be bought, or lease would be granted at £65 per annum. Further details on application.

6.—**CHEAM (Near).**—Middle-class Retail Business, situate in centre of new L.C.C. estate (10,000 houses); recently established; Kodak Agency; returns £26 per week; N.H.I. scripts last month 320; double-fronted shop, fitted in oak; good working stock; new lease; ample living accommodation; vendor will sell at cost; domestic reasons for sale.

7.—**EDGWARE.**—Cash Retail Business, situate in commanding position; returns under management £35 per week; double-fronted shop, handsomely fitted and very well stocked; net rent £125 per annum, inclusive; price, valuation of stock and fixtures only.

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8.—**DEATH VACANCY (Bournemouth).**—General Retail and Dispensing Business, situate in commanding position; Kodak Agency; very old-established; returns approximate £3,000 per annum; the late proprietor did not work the business to its capacity; gross profit £1,450; estimated value of stock and fixtures £1,650; upper part sub-let at £150 per annum; price £2,500, or valuation terms entertained.

9.—**SUSSEX COAST.**—Medium-class General Retail Business, with N.H.I. and Photographic; returns last year £1,613, increasing; vendor estimates the stock and fixtures to be worth £720; good living accommodation; private entrance and small garden; rent £35 per annum; held on lease; price £1,100; good reason for sale.

10.—**LIVERPOOL (Near).**—Medium-class Retail Business, with N.H.I. and Kodak Agency; returns, under management, last year £1,108 each, plus N.H.I.; the insurance is between 300 and 400 per month; accountant's figures available; double-fronted shop, situate in very good position; house sub-let at £52 per annum; rent £100; lease; price £500 all at.

11.—**SOUTHERN ENGLAND (Important Town).**—Very good-class Retail and Dispensing Business, with Kodak Agency and Optical connection; established 50 years; returns last year £2,560; gross profit 40 per cent.; net profit exceeded £550; included in the turnover is about £156 from Optical; double-fronted shop; good living accommodation; reasonable rental; long lease; price £500, plus stock and fittings at valuation; if the Optical is not required the transfer of this can easily be arranged.

12.—**BRIGHTON.**—General Retail Business; no Photographic work done there at present; good scope for same; returns exceed £1,800 per annum; double-fronted shop, well fitted and heavily stocked; rent £160; long lease; price £950 all at.

13.—**MIDLAND CITY.**—Mixed Retail Business, with N.H.I. and Kodak Agency; returns last year £2,225; net profit approaches £550; estimated value of stock and fixtures £1,200; ample living accommodation; rent £100; sub-let £12; price £300, plus stock and fixtures at valuation.

14.—**SOUTHERN MARKET TOWN.**—General Retail and Dispensing Business, Agricultural, N.H.I. and Kodak Agency; returns last year £2,052, increasing; net profit £502; estimated value of stock and fixtures approximately £1,000; rent £85; long lease; valuation terms entertained.

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You have been of service to so many of my acquaintances that I am sure you can be of service to me. I am _____, of _____, and I have just received my Notice of Assessment for this year.

And you are wondering whether all the details are in order, and whether that large amount of tax stated to be payable on the 1st of January is really correct?

That's my difficulty. I am quite willing to pay my just and proportionate amount of tax, but taxation is so high that I feel I must be satisfied I am not paying more than my share. How do you go about it?

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(Cr) SURREY.—Good family business doing over £5,000 per annum; old-established; good net profits; rent, £130; lease to suit purchaser; living accommodation. (Visited and recommended.)

(C2) SOUTH YORKSHIRE.—Good class retail and dispensing business, with extensive sales in toilet and photographic requisites; excellently situated in pleasant and progressive town, and within easy reach of delightful surroundings; returns for 1930-31 approximately £4,800, constituting an increase of approximately £700 over the previous year's figures; rent, £100 on lease; pharmacy well stocked and fitted; further particulars to bona fide prospective purchasers on application. (Visited and recommended.)

(C3) SOUTH-EAST (COASTAL TOWN).—High-class family and dispensing business not affected by seasonal trade; turnover, £3,000 to £4,000; good lease; owner retiring; approximate purchase price £2,500 to £3,000; full information to bona fide inquirers. (Visited and recommended.)

(C4) SUSSEX (SEASIDE RESORT).—Good class family business; turnover approximately £3,000 per annum; excellent living accommodation; premises well situated in busy thoroughfare; further particulars upon application.

(C5) LONDON, N.W.—Established retail business showing average returns of approximately £2,200 per annum; long lease at modest rental; purchase price approximately £1,650. (Visited and recommended.)

(C6) STAFFS.—Country business, unopposed, with returns of upwards of £50 weekly; good living accommodation; rent, £70; purchase price approximately £1,400.

(C7) SOUTH EASTERN COUNTY.—High class family retail and dispensing business; returns for 1930-31 upwards of £2,500; net profits approximately £500; excellent living accommodation. (Visited and recommended.)

(C8) SWANSEA DISTRICT.—Good retail business with living accommodation, situated in pleasant locality; purchase price approximately £900.

(C9) SOUTH-EAST COAST.—High-class pharmacy doing £35-£40 weekly; good living accommodation; long lease at moderate rental; audited accounts available.

(C10) NORTH WALES (POPULAR SEASIDE RESORT).—Pharmacists, with capital, to whom a good-class business well situated as above would be of interest, are invited to write for the necessary introduction.

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(C12) LONDON, W.C.—Pharmacy with good scope for increase; present net profits, £500 to £600 per annum; living accommodation if required; no near opposition; reasonable purchase price. (Visited and recommended.)

(C13) BRISTOL (NEAR).—Old-established business and property, with good living accommodation; average returns approximately £1,600 per annum; entirely unopposed; no N.H.I. at present being carried out, for which there is ample scope, and also for increase generally.

(C14) DORSET.—Old-established; turnover approximately £2,000 per annum; good living accommodation.

(C15) NORTH MIDLANDS.—Recently established pharmacy occupying leading position in centre of small market town; owner disposing solely on account of unforeseen domestic circumstances; average turnover £35 to £40 weekly, and increasing; moderate rental; 21 years' lease; exceptional opportunity. (Visited and recommended.)

(C16) LONDON, EAST.—Established retail and dispensing business with good living accommodation; turnover approximately £2,300 per annum; net profits, £600; rent, £120; lease to suit purchaser.

(C17) SOMERSET.—Country pharmacy, well situated, with exceptionally wide area to draw upon; returns for 1930, £1,250; 1931, £1,800; inclusive rental, £29 per annum; 7 years' lease; house available if required. (Visited and recommended.)

(C18) NORTH CHESHIRE.—Good retail and dispensing business situated in pleasant residential district of progressive and growing seaside borough; main road position; audited accounts available; proprietor going abroad on doctor's orders; capable of every investigation; purchase price for quick sale, £500. (Visited and recommended.)

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2.—**LONDON, S.E.**.—Acid, Drug and Chemical Business for quick disposal. Premises held on weekly tenancy at 14s. per week, returns average £25 per week. Stock and fixtures estimated at £500. Offers invited.

3.—**DEATH VACANCY**.—**DEVON**.—Cash retail dispensing business recently opened. Reasonable lease will be granted or freehold may be acquired. Returns between £1,500 and £2,000, all cash. Good living accommodation. Applications for further particulars invited.

4.—**BRIGHTON**.—Very old established business situate in busy thoroughfare; rent £150 p.a. Premises consist of large shop, good windows, and showrooms. Could be let off at £80 to £100 p.a. Returns £30 to £40 per week, mainly cash. Scope for improvement. Further particulars on application.

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2.—**CHESTER**.—Light Cash Retail, in central position of large town; returns under manager £1,200; scope for increase; large shop, well stocked; price £500.

3.—**KENT** (Death Vacancy).—Sound Light Retail, in excellent position of important town; returns over £2,000; stock and fixtures worth £1,100 to £1,200; price £1,500 and £2,000 for freehold.

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5.—**ESSEX SUBURB**.—Sound Cash Business, in unique position; returns over £40 weekly; net profit £11 weekly; good house; fully stocked; price £1,750, or near offer.

6.—**LONDON, S.W.**.—Good-class Retail and Dispensing Business, returning £5/£6,000; net profit £1,000; two assistants kept; audited books; fine position; price £4,000; applicants must enclose banker's reference.

7.—**NORTH LONDON** (Few Miles Out).—Light Family Retail, with Kodak Agency; returns over £1,500; net profit about £450; good stock; price £850; recommended.

8.—**STREATHAM (Near)**.—Good middle-class Retail; easily worked; scope for increase; returns over £1,200; net profit £350; beautifully fitted shop; good stock; price £950; worth attention.

9.—**LONDON, N.W.**.—Profitable Cash Retail; main road position; returns average nearly £2,200, audited figures; corner shop; long lease; moderate rents; price £1,500 for early sale.

10.—**WEST KENSINGTON**.—Optical Business, in main road position, making a net profit of £250; well arranged premises; long lease; price £275 all at; excellent chance.

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1925, relating to "Improvements in a Process for Making Pills having an Oily Material as one of the Ingredients," is desirous of entering into arrangements by way of a license or otherwise on reasonable terms for the purpose of exploiting the above patent and ensuring its practical working in Great Britain. All inquiries to be addressed to B. Singer, Steiger Building, Chicago, Illinois.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

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BRIGHTON (main street).—Pharmacy, capable of increase under personal supervision; turnover £1,250 per annum; can be purchased for price of stock; low rent, inclusive of rates; good reason for selling; genuine opportunity. 86 St. Andrew's Road, Portslade, Brighton.

BRIGHTON.—Lock-up Shop; stock at valuation will purchase sound business; turnover average £1,250 per annum; low rent; 7 years' lease; good reason for selling; can be increased under personal supervision. 41 Inwood Crescent, Brighton.

EAST COAST RESORT.—Modern Pharmacy, in main shopping centre; double-fronted; rent £36 yearly and rates; at present under unqualified management; good season trade; splendid opening for qualified man; price for quick sale £300. 80/38, Office of this Paper.

GLASGOW.—Retail, Dispensing and Photographic Business for Sale; presently branch; average cash sales for five years £851; purchase price for fittings £120; stock can be reduced to suit purchaser. 81/2, Office of this Paper.

HERNE BAY.—Established over three years; third year takings £1,065; lock-up shop; rent £55 yearly; rates £11; stock approximately £300; fixtures £145; growing district and shopping centre; price £625. L. W. Browning, M.P.S., 5 Broadway Buildings, Herne Bay.

HERTS.—Light Retail, Dispensing, and Kodak; well-fitted mahogany, double-fronted shop, with large stockroom; five rooms and bath; good garden; price, £2,125, includes stock, fittings, goodwill, and property. Particulars on receipt of reference. 80/5, Office of this Paper.

LINCS.—Old-established high-class Family and Perfumery Business, with Wine Licence; best Photographic connection in town (nearly 4,000 D. & P. orders this season); splendid position; beautifully fitted up-to-date shop; turnover £2,250, increasing; satisfactory reasons for disposing; every investigation solicited into a genuine opportunity. 80/37, Office of this Paper.

LONDON, EAST.—Old-established Chemist Business for Disposal; main road; good living accommodation; trade £20-£25 per week; net average profit £400 per annum; rent £78 per annum; 21 years' lease; price £300; s.a.v. Further particulars, Messrs. T. H. Lethaby & Co., 288 Romford Road, E.7.

LONDON, N.—Old-established Cash Retail, with Dispensing, N.H.I. and Kodak; bold corner on bus route; net profit over £400; good house, with large rooms; price for stock, fixtures and goodwill, £1,400; 7, 14 or 21 years' lease may be had at £120 per annum; age sole cause of selling; cash only entertained. 82/5, Office of this Paper.

LONDON, S.W.—First-class Cash Retail and Dispensing Business, with large turnover, and producing a clear net income of £1,000 yearly; audited books; splendid main road position; same hands many years; applicants with about £4,000 can have further details; banker's reference necessary. 194/886, Office of this Paper.

NORTH WALES (Colwyn Bay).—Old-established, high-class Retail Chemist's Business for Sale as going concern, with freehold premises (shop and house), in best position in town; good frontage; excellent accommodation; owner retiring. Full particulars from the Sole Agents, T. Brackstone & Co., Estate Agents, Colwyn Bay.

PRESTON (Lancashire).—Chemist's Business, with property; price £775; situated in good-class residential district of the town; excellent shop and domestic accommodation; electric light and power throughout; stock, fittings and fixtures at valuation; average takings £20 per week, in addition to National Health. Dawson & Bell, 12 Avenham Street, Preston.

SOUTH DEVON (Near Moors and Sea).—Up-to-date Pharmacy; turnover £2,000; freehold shop and storerooms, for cash. Particulars on receipt of reference. 81/29, Office of this Paper.

SUSSEX COAST.—Business, easily worked single-handed; mostly counter trade; steadily increasing; net profit £450; rent, on lease, £35; stock and fixtures £700; good living accommodation; near sea; owner, having larger business in view, open to reasonable offer. Full particulars to cash buyers. 74/17, Office of this Paper.

WORTHING (Near).—Old-established Business of medium class; increasing annual turnover; net profit close on £500; living accommodation; rent only £35; rates £15; price for quick sale £1,100. 194/885, Office of this Paper.

YORKSHIRE CITY.—Main road; double-fronted; pleasantly situated; Private and N.H.I. Dispensing, splendid Photographic connection; good living accommodation; well stocked; last three years' average turnover exceeds £1,700; price £1,150; no offers; banker's reference. "Shag," 82/29, Office of this Paper.

CHARTERED Accountant has for sale as, a going concern small British Business (Limited Company) manufacturing Toilet and Beauty Preparations and kindred articles. Fullest particulars in confidence to genuine inquiries on business note-paper; no agents. 194/887, Office of this Paper.

DISPENSING Business, with valuable Proprietaries; established 50 years (same hands 10 years); Middlesex border; average returns last 5 years £3,100; net profit £675; 11 years' lease at £45; family sickness reason for disposal; thorough introduction given; firm price £2,200, all in; only those with bankers' or other satisfactory reference need apply. 79/59, Office of this Paper.

BUSINESSES WANTED.

BERDOE & FISH are in urgent need of sound Businesses in all parts; cash buyers with capital up to £5,000 waiting to take immediate possession; correspondence from intending vendors cordially invited; quick sales negotiated privately. Transfer Offices, 41 Argyle Square, King's Cross, W.C.1. Phone: Terminus 3574.

CHEMIST, with £500 capital, wishes to purchase small Chemist's Business or Drug Store, or larger concern if part cash can remain; would also be pleased to consider partnership with view to succession where chemist contemplates retirement; references offered and expected; recently disposed of own business; all replies treated in confidence. 80/59, Office of this Paper.

LONDON OR SOUTH COAST.—Wanted by a York man, Business with small or large living accommodation over or near; net profit not less than £500 per annum; cash waiting. In confidence. P.C.B. 12/6, Office of this Paper.

ORRIDGE & CO. are in immediate need of sound Businesses in London and Southern Counties returning between £2,000 and £5,000 per annum, also one or two concerns in the Midlands and North; cash buyers waiting; strictest confidence observed. Apply 56 Ludgate Hill, E.C.4.

WANTED, in London suburban district, a sound, progressive Business, with living accommodation; turnover about £55-£60 weekly; cash waiting. Particulars to 82/9, Office of this Paper.

WANTED to purchase, Chemist's Business, with living accommodation, showing net profit exceeding £400 per annum, with scope; N.W. suburbs preferred; would consider W. district; must bear investigation; cash available £1,000. 80/27, Office of this Paper.

BUSINESS OPPORTUNITIES.

EXCEPTIONAL opportunity for a Chemist or Firm to acquire or join owner, either to add or convert an old-established Business where a few Chemist's lines are sold; the position warrants a good Pharmacy; main position of the town; seven miles London; good scope for a live man or firm. Apply 80/24, Office of this Paper.

PREMISES TO LET.

HUNTS.—To Let, very superior lock-up Shop in main street; suitable for Chemist, Ladies' Hairdresser or Fancy Goods trade; low rent; good opportunity for enterprising man; seen by appointment; lease if desired; price £50 and rates. Sawyer, Son & Chapman, 247 High Street, Hounslow.

PREMISES FOR SALE.

EXCELLENT opening in uncatered-for neighbourhood for Chemist; double-fronted shop, parlour, three bedrooms, bathroom, garage; £1,075 freehold, or £175 cash, balance at £8 17s. 5d. monthly for 15½ years. Owner's agents: Roper, Son & Chapman, 247 High Street, Hounslow.

LOUTH, LINCS.—For Sale, Shop, Dwelling-house, commodious Warehouses in Cornmarket, Louth, where a Chemist's Business has been conducted for about 100 years; price £1,450. Apply Falkner, Son & Roberts, Louth.

SHOPS, with excellent living accommodation over; excellent position; all trades; secure at once; price £1,250, free hold; £150 or more down, balance as rent; shop fronts fitted. Apply P. Chase Gardener & Co., 269 High Street, Hounslow.

SOUTH AFRICAN MARKET

A South African Company, anxious to secure exclusive representations of Proprietary and Patent Medicines, will have their personal representative visiting London next week. Prepared to manufacture in Africa under licence, if necessary. Write immediately, giving full particulars, to 80/4, Office of this Paper.

AGENCIES.

NEW ZEALAND.—Representative returning early December desires to obtain Agencies of British manufactured goods likely to find a ready market. 80/34, Office of this Paper.

A BELFAST Commission and Distributing House of good standing, with an intimate connection amongst Chemists and others, Wholesale and Retail, Northern Ireland, is in a position to take up advertised or good selling lines and work them thoroughly on this ground; only houses of good repute considered. 194/882, Office of this Paper.

A GENT, with substantial capital, wanted for sale of extraordinarily effective Remedy (nothing approaching it has ever yet been achieved) for stomach trouble, excess of gastric acid, stomach and intestinal ulcers, etc.; must place firm orders and be responsible for advertising expenses. Reply to "Likvozil," c/o Rudolf Mosse, Ltd., 125/130 Strand, London, W.C.2.

CAPTURE FRENCH TRADE IN BRITISH PROPRIETARIES.—Agencies undertaken by Foreign Wholesale Company having exceptionally advantageous facilities for duty saving on importations, packing and distribution of all kinds Proprietaries; established clientele with Chemists and Stores throughout France and Belgium; bankers' references. 71/34, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

LIVERPOOL.—Qualified Assistant at once; working-class district; Kodak, N.H.I. Please state age, height, salary required, and references to Bannister's, 629 West Derby Road, Liverpool.

LONDON, W.—Qualified gentleman, about 40, for good-class Dispensing business; London experience essential; no stamps or testimonials required; salary £5. Apply 80/28, Office of this Paper.

LONDON, W.13.—Young, unqualified Assistant required by November 30; must be a reliable Dispenser, good Counter-man and Window-dresser. Apply, giving full particulars in first instance, to 82/40, Office of this Paper.

S.W.15.—WANTED, immediately, qualified Assistant for small shop; salary moderate. Apply 79/7, Office of this Paper.

A SSISTANT wanted, age 25 to 30 years; must be well recommended, well educated and of good appearance and address; Dispensing front counter and keep stock; permanency. Davies, John & Aspell, Bath.

A SSISTANT, junior, unqualified, required as extra help during December; high-class experience essential. Write or call, Mack, 165 High Street, Penge, S.E.20.

C APABLE, experienced, qualified Manager for quick Cash and N.H.I. business. Full particulars of experience, age, salary required and when disengaged, 6/8 Lewisham Road, S.E.13. Applications not answered within three days respectfully declined.

CHEMIST AND OPTICIAN.—Applications are invited for a fully qualified Chemist and Optician for a new department about to be opened. Applications, stating age, experience, and wages required, enclosing copies of two recent testimonials, not later than Wednesday, November 25, to Secretary, Brighouse District Industrial Society, King Street, Brighouse. Canvassing the Committee will be a disqualification.

CHRISTMAS.—Additional assistance required for 10-14 days before Christmas; lady or gentleman (unqualified); knowledge of Toilet side. Morrell & Dixon, 7 Central Parade, Wembley, Middlesex.

D RUGS, PATENT MEDICINES AND TOILET GOODS.—Two Saleswomen required immediately, one Senior and one Junior; Store experience and first-class references essential. Apply personally, or if by letter, state age, experience, and salary required to Staff Manager, Bentalls, Ltd., Kingston-on-Thames.

DISPENSER required by Doctor, North London; part time, 4 to 8 p.m. State age, experience, and salary. 79/15, Office of this Paper.

JUNIOR Assistant; male; unqualified. Apply, stating age, experience and salary, photo if possible, to S. A. Noble, Chemist, South Croydon.

M ANCHESTER.—Qualified Junior, lady or gentleman; Light Retail, Dispensing and Photographic. Full particulars, including salary required, to 194/884, Office of this Paper.

O PTICIAN OR DENTIST.—Splendid chance to start over Chemist's business in main Brighton thoroughfare; rent 30s. weekly, or agreement on net profits; splendid rooms. "Lux," 79/50, Office of this Paper.

Q UALIFIED Branch Manager wanted December 14 for Midland industrial town; working-class business, with N.H.I. and Photographic; living accommodation on premises. State age, height, experience, references, salary required, married or single, and enclose photo (returnable) if possible, to 81/5, Office of this Paper.

Q UALIFIED Manager required at once for new branch shop; one who is young, ambitious, and willing to invest £100 (limited company); single preferred. Write, stating age, experience and references, when free, and salary expected, 82/18, Office of this Paper.

P HOTOGRAPHIC ASSISTANT (male) required; Pharmaceutical qualification unnecessary; live Salesman, with good experience of home cinema trade; able to supervise D. & P. Full particulars, age, experience, salary required, to Brady & Martin, Ltd., 29 Mosley Street, Newcastle-on-Tyne.

R ELIABLE Assistant (male) required at once, accustomed to first-class business. Apply, with full particulars of experience, references, etc., to H. J. Perrett, 90 Victoria Street, Westminster, S.W.1.

S ERVICES AND INVESTMENT OR LOAN.—An exceptional opportunity occurs to secure one-third of shares of limited company and control of one of two profitable Businesses in South-East Coast town (good-class residential district); must have thorough knowledge of trade and capital; £300, to be amply secured. "M." 80/23, Office of this Paper.

S MART Junior (male) wanted to commence immediately; one just finished apprenticeship would suit; must be used to good-class business; salary £2. Apply personally, 5 Liverpool Street, E.C.

YOUNG, reliable lady Assistant for Fancy Counter and assist with Stock; must be quick and good Saleswoman; North London. State experience, references, salary required, etc. P.C.B. 13/4, Office of this Paper.

WHOLESALE.

I MPORTANT firm of Manufacturing Chemists in N.W. London require services of young "unqualified" to assist in Laboratory Costing and Compilation of Records; Secondary School or equivalent education essential; some Retail experience and knowledge of shorthand-typing advantages; age not over 25. Apply 194/885, Office of this Paper.

O PPORTUNITY.—Travellers wanted, already calling on Chemists, to carry well-advertised Baby Requisites; liberal commission; good proposition. Write full particulars with view to an appointment to 193/862, Office of this Paper.

R EPRESENTATIVES required on commission basis to sell an old-established line; those covering Scotland, the North, East and South-East Coast, also London, should send fullest particulars, including references, turnover, etc., to 81/25, Office of this Paper.

R EPRESENTATIVES required to carry high-class range of Hair and Toilet Preparations, Soaps, etc., in the Midlands and Eastern Counties; must have actual connection on these areas, be local residents, and possess own car; those carrying non-competitive lines calling upon Chemists, Hairdressers and Stores not objected to. 82/3, Office of this Paper.

T HE House of Scott & Bowne, Ltd., requires Representatives as follows: London, two; Yorkshire and Lancashire, one; Wales and West of England, one; Scotland, one. Applicants must be first-class salesmen with experience of working the Chemists on their territories; they must be owner-drivers prepared to live on ground; remuneration is by salary, expenses, liberal car allowance, and commission. Write, with full details of age, record, and references, to 11 Stoncutter Street, E.C.4.

T O gentlemen having sound connection with Wholesale and Retail Chemists. The M.M.T.P. Co. are widening the scope of their activities (for their popular pack in carton) and offer a profitable proposition to commission Salesmen in centres where not already represented. Write for terms of this daily commodity, with unlimited prospects; give particulars, ground covered, lines carried. The Miss Muffet Toilet Paper Co., 1 Julian Road, West Bridgford, Nottingham.

TRAVELLER wanted, with established connection among Chemists, West Riding, Yorkshire, to carry a Proprietary British article on a 20 per cent. commission basis. Reply full particulars first instance 80/36, Office of this Paper.

WANTED, Travellers to work on commission or carry as side line well-known lines, calling on Chemists and Stores; all areas. Please send full particulars and references, also area covered. 81/38, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

FRENCH RIVIERA.—Young Assistant, with high-class Counter and Dispensing experience, wanted for a season; a school knowledge of the language will assist. Applications (by letter) to Swift, Chemist, St. Raphael, Var.

UNITED STATES OF AMERICA.—A Pharmaceutical house of high standing requires the services of an Assistant Manufacturing Chemist; experience in Alkaloid production necessary; present chief chemist is an Englishman of several years' experience in the United States, and feels that position offers an excellent opportunity to the right man. Apply with particulars of experience, salary required, etc., to "Chief Chemist, U.S.A." 194/881, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.A.A.A. —QUALIFIED Pharmacist; 23 years; 4½ years' Dispensing experience under three qualifieds; London district preferred. "Chemist," 65 Kingscourt Road, Streatham. Telephone: Streatham 0813.

A.A.A.A.A. —QUALIFIED Pharmacist requires position as Manager; good all-round experience and excellent references; disengaged shortly. "Secondum Artem," Le Touret, St. Mary's Road, Llandudno.

A.A.A.A.A. —BRANCH Manager; qualified; specialised Counter and Displays. "Peroxide," 12 College Road, Kensal Green.

A.A.A.A.A. —M.P.S., 25, good all-round experience, possessing personality plus initiative, seeks berth with London house of good repute; salary secondary consideration; disengaged shortly. Phone: Harris, Will 4278.

A.A.A.A.A. —UNQUALIFIED; 40; 5 ft. 8 in.; experienced; permanency preferred; abstainer; disengaged. Alexander, 189 Southampton Street, S.E.5.

A.A.A.A.A. —QUALIFIED, 23, requires position in London as Assistant in a good-class business; tall; well educated; splendid experience, including high-class Dispensing and Counter; well recommended; thoroughly reliable. "M.P.S.," 35 Dulverton Road, Leicester.

A.A.A.A.A. —QUALIFIED; 23; Manager or Assistant; excellent experience and references; Midland or Northern Counties preferred. 81/30, Office of this Paper.

A.A.A.A. —SCOT, 29, desires evening work with Sunday duty preferred, but not essential; Counter or Dispensing; well recommended. "Mac," 76 Hillfield Road, N.W.6.

A.A.A.A. —QUALIFIED, experienced Manager now open for re-engagement; part or full time; accustomed to sole charge; highly recommended; any locality. "M.P.S.," 12 Nutfield Road, Thornton Heath, Surrey.

A.A.A.A. —PHARMACIST, age 23, requires position; reliable and energetic; tall and smart in appearance; salary moderate. 81/9, Office of this Paper.

A.A.A. —ASSISTANT or Locum; London experience; Dispensing, Counter, Windows, Prescribing, Photography; unregistered; abstainer. "E.," "Neuaddlwyd," Pencader, Carmarthenshire.

A.A. —QUALIFIED, 25, requires berth as Manager or Assistant; 6 years' London and provincial experience; disengaged shortly. 81/31, Office of this Paper.

A.A. —ASSISTANT (Irish); Dispenser, Counter, Windows, etc.; excellent references; highest references; moderate salary for permanency; any district. 81/18, Office of this Paper.

A. —27; qualified; Manager or Assistant; capable; energetic; Kent. Ravensbourne 0054.

A. —QUALIFIED; 24; excellent references; accept moderate salary for London experience; disengaged. "Chemist," 6 Aylmer Road, Leytonstone.

A. —CAPABLE, young, qualified, with energy and initiative, desires situation; sound Dispensing, Counter, Photographic, Optical experience; good Window-dresser; excellent references. Maurice B. Harrop, "Upperdale," Hawarden, Chester.

A. FEW hours' daily employment wanted by elderly qualified; small salary. "Galen," 81 Elgar Road, Reading.

A. LOCUM; long or short period; qualified; long experience in all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. 'Phone: Maida Vale 8212.

A. —QUALIFIED Manager; 29; married; 12 years' experience, Agricultural, Dispensing, Photo, etc.; disengaged. "Chemist," 4 Walmsley Road, Broadstairs.

A. —QUALIFIED young gentleman, 26, desires position in good London business; first-class experience in all branches, including West End, Colonial and Export; Public School education; gilt-edged testimonials. "Mens Sana," 82/8, Office of this Paper.

A. —REFINED young lady (town preferred) requires post as Assistant; 6 years' experience; Counter and Widow-dressing; accept low remuneration in return for further knowledge of dispensing; references. 79/15, Office of this Paper.

A. —RELIABLE, unqualified Assistant, experienced and dependable worker; excellent references, 8 years with present employer, seeks permanent or temporary position; available any time. March, 69 Summerhouse Avenue, Heston.

A. —YOUNG, qualified Assistant; tall; well recommended; good appearance; 7 years' high-class experience. Wiseman, 28a Seaside, Eastbourne.

A. —Locum; qualified; 33; good experience, Assistant and Manager. Phone: Rodney 2719. "Chemist," 50 Grove Lane, Camberwell, S.E.5.

A. —CTIVE, capable, unqualified Assistant; 9 years' experience; willing to take interest every branch. Bimson, 69 Victoria Street, Crewe.

A. —CTIVE; unqualified; experienced; middle-aged; reliable Dispenser; Stock; successful Manager; Locum, permanent. Fletcher, 91 Duncombe Road, Holloway, N.19.

A. —VERTISER can give three or four complete days weekly; S.E. district only. Morris, 20 Comerford Road, Brockley, S.E.4.

A. —VERTISER desires position as Buyer or Manager in a Department Store or Wholesale, handling Perfumery, Soaps, Toilet Articles, Chemists' Sundries and Patent Medicines; 20 years' experience; good organiser; knowledge of markets; excellent references. "S. B. T.," 21 Frithville Gardens, W.12.

A. —VERTISER, qualified, 27, 5 ft. 9 in., seeks progressive position; North preferred; Manager or Senior; at present managing; all-round experience; keen buyer, business organiser and salesman. "Chemist," 94 Poulton Road, Wallasey.

A. —Manager, Assistant or Locum; qualified; 35; all-round experience; well recommended. "Chemist," 5 Chelsham Road, S.W.4.

A. —SSISTANT, unqualified, 21, requires situation; all-round experience; disengaged. C. G. Coward, "Louisville," Wigmore Road, Wigmore, Chatham.

A. —SSISTANT, unqualified, 25, seeks permanency; smart, enthusiastic, all-round man; good reference; engaged. "L. C.," 3 Hammet Street, Taunton.

A. —SSISTANT, unqualified, age 35, seeks engagement; temporary or permanent; London districts. Culliford, 35 Dupont Road, West Wimbledon.

A. —SSISTANT (female); Hall certificate; 7½ years' experience; N.H.I. Dispensing, Counter, Window-dressing, Photographics. "Assistant," 74 Woodlands Road, Ilford.

A. —SSISTANT; unqualified; all-round experience; accurate Dispenser; temporary or permanent. "Statim," 72 Tremadoc Road, Clapham, S.W.4.

A. —SSISTANT, unqualified, 22, disengaged shortly, desires post in London or Eastern Counties; 6 years' experience, Dispensing and Counter; moderate salary. 82/23, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

ASSISTANT, 22, seeks change; experienced D. & P., Dispenser, Salesman, Display, etc.; competent, neat and trustworthy; anywhere. "Dispenser," c/o Miss Kerr, 94 Poultney Road, Wallasey.

BRIGHTON COLLEGE and University-trained Pharmacist (age 22; height 5 ft. 11 in.) requires post in high-class establishment. V. H. Abraham, M.P.S., 7 Cromwell Road, Caversham, Reading.

CAPABLE and reliable Assistant desires post; Dispensing, Counter, Photo, Toilet, etc.; references; moderate salary. Apply "Energy," 78/19, Office of this Paper.

CAPABLE Assistant, unqualified, desires change; 25; tall; gentlemanly; 9½ years' London experience; thoroughly competent; quick, neat Dispenser, alert Salesman and Stock-keeper; experienced Display and Window-dresser; permanency with progressive situation absolutely essential; free in one month; London or busy coast town. 81/21, Office of this Paper.

CHIMIST, 27, qualified, as Manager, Assistant or Locum; thorough knowledge of trade. C. O'Brien, 49 Hawley Road, N.W.1.

CHIMIST, qualified, 29, seeks engagement; permanent or temporary; sound knowledge of trade; undeniable references. "Chemist," 202b Dunstans Road, E. Dulwich.

CHIMIST seeks responsible position; age 35; single; 11 years' good all-round managerial experience in provinces and short time in London; well recommended; North-East or North-West preferred, but not essential; free any time to suit; interview if desired. 81/19, Office of this Paper.

CHIMIST-OPTICIAN, M.P.S., F.B.O.A., J.C.Q.O., with own Optical equipment and stock, desires position as Manager; good all-round experience; age 27. "A. A." 12 Nigel Road, Peckham.

COMPETENT, qualified Manager desires post; permanent or temporary; widely experienced; Windows, Stock-keeping, Buying. "M.P.S." 42 Lozells Street, Birmingham.

DISENGAGED.—Unqualified; tall; Scot; 20 years' first-class experience; Dispensing, Counter, Photo; seaside, country, London; business builder; quick, clean, accurate; permanency. Johnstone, 3 Babington Road, Streatham, S.W.16. Phone: 087.

ENERGETIC young Scotsman; qualified; 24; 6 ft.; good appearance; 8 years' Dispensing, Photographic, Window-dressing, etc.; excellent references; photograph on request. "Chemicus," 15 Houston Street, Hamilton, Lanarkshire.

F.S.M.C., J.C.Q.O., 27, unqualified Chemist, desires responsible position; 10 years' first-class experience in both professions; keen, hard worker; moderate salary; well recommended. Morgan, Station Road, Liphook, Iants. Phone 60.

GENERAL Assistant (lady); Stock, Toilet, Counter; experienced; good references. "F. W." 53 Chichester Road, Kilburn, N.W.6.

GENTLEMAN, M.P.S., 28, possessing personality and ability to increase turnover, as Manager or Senior; good appearance and address; excellent all-round experience, London and provinces; competent Dispenser, Window-dresser, Photographies, teen Buyer, Prescriber; excellent references; disengaged. 2/22, Office of this Paper.

HIGH-CLASS West-End and provincial experience; qualified; 48; single; excellent references; disengaged; £3 per week outdoors. 81/35, Office of this Paper.

H. S. YATES, qualified, is free at once to accept position of responsibility; excellent testimonials. 68 Princes Road, Liverpool.

JANUARY, 1932.—Qualified Manager, 37, becomes free; experienced in opening and systemising new pharmacies or modernising older ones; staff control or single-handed; good appearance and personality; references hear inspection; town or country; North London, Middlesex, Herts or Bucks. 75/12, Office of this Paper.

JUNIOR Assistant, 19, desires change; Birmingham or Wolverhampton preferred; general experience in Family business. 79/32, Office of this Paper.

JUNIOR Assistant, 21, seeks situation; 6 years' experience, good-class Dispensing and Counter; low salary; temporary or permanent. Cooper, Telephone Bungalow, Fordcombe, Unbridge Wells.

JUNIOR (Hall) requires post with Chemist, Doctor or Institution; experienced in N.H.I. Dispensing. Clark, "Westawn," Penistone, Yorkshire.

JUNIOR Dispenser (Hall) requires position with Doctor, Hospital or Chemist; excellent experience and references; reading or near. 82/28, Office of this Paper.

JOCUM; full or part time; excellent references. "S. S." 135 High Road, Lee, S.E.13.

JOCUM; M.P.S.; elderly; good experience; excellent references; moderate terms; period or permanent; now disengaged. J. S. Wellburn, c/o Mrs. Brock, 10 Leyland Road, Lee, S.E.12.

M.P.S. (lady) desires post Assistant or Manageress; 5 years' qualified experience. 80/20, Office of this Paper.

M.P.S.: 23; Assistant or Manager; capable all branches of pharmacy; thoroughly trustworthy and reliable; well recommended; moderate salary if prospect of advancement. "Pharmacist," 14 Bexley Mount, Harehills Road, Leeds.

NORTH OR MIDLANDS.—Manager, mixed Agricultural, Dispensing business; competitive methods; middle-age; good appearance; qualified. "Chemist," 1 Borrage Green Lane, Ripon.

OBLIGING, tactful Salesman, excellent Prescriber, desires return Retail; unqualified; 50; would make easier recreation or ill-health proprietor; merit confidence by integrity; Freemason; seaside or country market no objection. 81/570, Office of this Paper.

OPEN to accept an engagement; terms reasonable. Burton Middleton, M.P.S., 4 Dovedale Road, East Dulwich.

OWING to branch business being sold, Manager (25) requires situation, and would like an interview with a gentleman requiring a Manager or Assistant for a position with prospects and scope for ability; applicant has capital available, and could take small financial interest; present position 2 years and turnover; considerably increased; copy references and photo if required by return of post. E. N. Pringle, M.P.S., 18 Grovelands Road, London, N.15.

PART or whole time; Dispensing, Counter, etc.; many years' London experience; London district. Crowther, 18 Elm Road, Beckenham.

PHARMACIST, 25, 8 years' London and country experience; seeks position; would later consider Partnership or succession; interview. 80/26, Office of this Paper.

Position as Superintendent or Assistant required by qualified Chemist; 22; 5 ft. 10 in.; 8 years' good experience in quick and varied Dispensing; Photographic work (dark room); capable Window-dresser; highest references; any district. Walmsley, Highfield House, Hoole, Preston.

PRICING BUREAUX.—Pharmacist, formerly over 20 years in London (City) office, offers his services, any post, any wage; elderly, but still quick and accurate. "Scot," 2 Regent Road, Lowestoft.

QUALIFIED: 7 years manager multiple firm, previous private experience, seeks permanency; Manager or Assistant; would consider investment of £100; moderate salary; good references. "Chemist," 39 Ashlyns Road, Berkhamsted.

QUALIFIED, 22, seeks situation; Dispensing or Counter; varied experience; capable; energetic; disengaged. Hodder, 48 Nunney Road, Frome.

QUALIFIED; part time, evenings from 6.30, Saturdays from 2.30, or Sunday duties; experienced Retail and Hospital; age 24. 79/29, Office of this Paper.

QUALIFIED Chemist; small salary; middle-aged; energetic; Hospital, Surgery or Retail; London. Alex. Wilson, 14 Percy Circus, W.C.1.

QUALIFIED Chemist desires easy permanency; small salary; highest references; elderly, active, good personality; first-class experience, West End and provinces; disengaged; Home Counties preferred. Parker, 80 Denman Road, Peckham, S.E.

QUALIFIED Lady Dispenser (Hall examination) seeks post, locum or permanent, in Tunbridge Wells or reasonable travelling distance. S. Nicolaidi, 42 Prospect Road, Tunbridge Wells.

QUALIFIED (middle age), bachelor, desires Manager's post; excellent references; present position 3½ years. Owens, Martock, Somerset.

QUALIFIED; 32; 5 ft. 11 in. height; 17 years' experience; willing invest £100; London or West. "C." 239 Stapleton Road, Bristol.

QUALIFIED lady, experienced, desires post immediately; references and particulars. 82/31, Office of this Paper.

QUALIFIED Pharmacist requires situation; good all-round experience including City and West End; excellent references; free immediately. John I. Roland, 341 High Street North, London, E.12. Phone: Grangewood 2161.

SCOLAND, Glasgow or Edinburgh preferred. Junior Assistant; 20; 4½ years' Dispensing, Counter and Photographic. "Alexander," Moy, Inverness-shire.

SIIGHT-TESTING; F.B.O.A.; services offered for evenings; West London; age 26; tall. "Optician," 4a Filmer Road, Fulham, S.W.6.

UNQUALIFIED Assistant; disengaged; over 12 years' excellent all-round experience; salary moderate. Blackburn, 97 Dodworth Road, Barnsley.

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